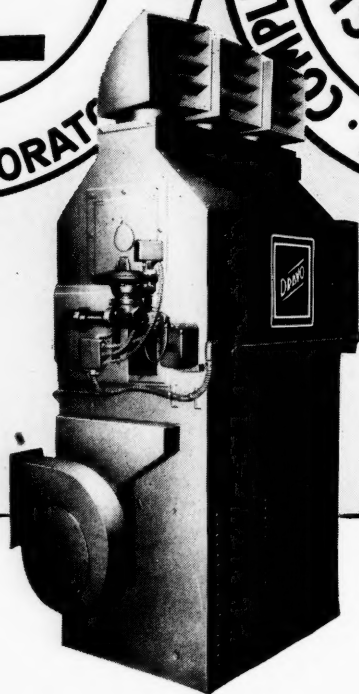


Walt-Hartley Poll
See Page 34



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MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest



Volume 117

March, 1948

Number 3

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COVER ILLUSTRATION—This month's cover symbolizes the question forcefully prevalent in the minds of most business and industrial leaders—will there be a recurrence in 1948 of the widespread strikes which for many months in 1947 had all but paralyzed the nation's economy. Against a background scene of industrial strife stands John L. Lewis, believed by many to be the key to the year's labor-management peace... or conflict. Confronted with the new regulations of the Taft-Hartley law, labor leaders are presently regrouping forces and planning strategy. The test of the new law and of labor's sense of responsibility seemed yet to come.

Editor

Wm. M. Beury

Assistant Editors

Ralph E. Kirby

Richard R. Harwood, Jr.

Research And Feature Editor

Caldwell R. Walker

Construction News Editor

Samuel A. Lauver

Associate Editor

Paul T. Norton

Washington Bureau

National Press Building

Lawrence Sullivan

Advertising Manager

H. B. French

Circulation Manager

J. E. Eierman

Correspondents

R. W. Kinney

909 McMillan St.

Birmingham, Ala.

J. A. Daly

1722 S. Tryon St.

Charlotte 3, N. C.

Dan Summers

3109 Lovers Lane

Dallas 5, Texas

L. H. Houck

12 Linden Drive

Jefferson City, Mo.

Advertising Offices

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Orville R. Wright

109 Market Place

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Miramar Court Galveston

Hotel Cavalier Galveston

Hotel Plaza Laredo

Hotel Lubbock Lubbock

Hotel Falls Marlin

Hotel Cactus San Angelo

Hotel Menger San Antonio

Angeles Courts San Antonio

VIRGINIA

Hotel Mountain Lake Mountain Lake

Executive
Offices
Galveston
Texas



HOTELS

Southern Business Outlook

Manufacturing output for the 16 Southern states registered a very slight decrease in the latest month. However, value of all manufactured goods was still 20 per cent above that of a year ago.

Steel and pig iron production again showed increases after falling moderately in the previous month. Other industrial indices including electric power production, coal and petroleum output moved ahead.

Bank deposit and bank clearing both showed increases in the reports of Federal Reserve member banks.

Value of retail sales moved upward sharply as the South experienced heavy retail buying during the holiday season.

MONTHLY INDUSTRIAL ACTIVITY

(16 Southern States)

	Latest Month	Preceding Month	Year Ago
All Manufacturing (value)	\$ 3,131,147,000	\$ 3,131,314,000	\$2,630,918,000
Durable goods (value)	1,121,465,000	1,122,783,000	933,362,000
Nondurables (value)	2,009,682,000	2,008,531,000	1,697,556,000
Steel Output (tons)	1,200,396	1,164,820	1,068,352
Pig Iron Output (tons)	868,942	805,256	677,774
Cotton Consumed (bales)	660,391	672,421	672,693
Spinning Activity (1,000 spindle hrs.)	7,890,000	8,013,000	7,448,000
Pine Lumber Cut (board feet)	69,378,000	64,079,000	55,883,000
Electric Output (1,000 kilowatt-hrs.)	6,111,838	5,815,260	5,547,758
Construction Awards		\$ 174,091,000	110,844,000

FARMS AND MINERALS

Farm Marketings (value)	\$ 998,406,000	\$ 1,410,144,000	\$ 991,236,000
Meat Production (head slaughtered)	1,585,448	1,578,631	1,344,444
Coal Output (tons)	28,020,000	26,476,000	28,013,000
Crude Petroleum Output (barrels)	108,033,047	106,636,590	89,921,700

FINANCE AND DISTRIBUTION

New Corporations (number)	2,318	1,752	1,808
Business Failures (number)	47	43	17
Bank Deposits	\$10,132,000,000	\$10,081,000,000	\$ 8,734,000,000
Bank Clearings	\$ 7,759,290,000	\$ 6,718,751,000	\$ 6,664,496,000
Retail Sales	\$ 4,479,505,000	\$ 2,870,825,000	\$ 4,077,147,000
Carloadings	1,359,600	1,226,700	1,407,400

MANUFACTURING EMPLOYMENT

(Persons Employed)

	Durable Goods		Nondurables		All Manufacturing	
	Latest Month	Preceding Month	Latest Month	Preceding Month	Latest Month	Year Ago
Alabama	139,800	139,700	95,200	95,300	235,000	226,000
Arkansas	48,100	48,000	23,800	23,800	71,900	69,000
Florida	33,400	33,600	52,600	49,100	86,000	90,400
Georgia	67,800	66,900	189,600	189,800	257,400	260,200
Kentucky	64,100	64,000	69,000	69,100	133,100	128,200
Louisiana	56,200	54,700	86,000	86,500	142,200	133,400
Maryland	115,000	115,000	115,000	116,000	230,000	242,000
Mississippi	57,900	57,800	34,900	34,900	92,800	90,000
Missouri	153,300	153,100	212,600	212,800	365,900	348,400
North Carolina	90,700	90,000	289,600	288,200	380,300	371,500
Oklahoma	21,100	21,100	35,800	35,400	56,900	55,200
South Carolina	36,500	36,500	156,900	157,100	193,400	188,000
Tennessee	93,500	93,400	159,200	159,300	252,700	247,700
Texas	141,900	139,100	204,900	208,500	346,800	330,000
Virginia	67,500	68,100	147,800	149,200	215,300	213,300
West Virginia	88,200	88,100	50,700	50,800	138,900	132,500
South	1,275,000	1,269,100	1,923,600	1,925,800	3,198,600	3,125,800

Of the above tabulation, data for Florida are figures rounded to nearest thousand from the monthly statistical report of Florida Industrial Commission; Georgia, Department of Labor; Maryland, State Department of Labor and Industry; Louisiana, Louisiana State University, College of Commerce; North Carolina, State Department of Labor; Oklahoma, State Employment Security Commission; Tennessee, State Department of Employment Security; Texas, the University of Texas, Bureau of Business Research; Virginia, Department of Labor and Industry. In the absence of cooperative aid from other states, the remaining figures are result of monthly surveys by MANUFACTURERS RECORD.

Smilin' Tex Says:

**"IT AIN'T BRAGGIN'
IF YOU CAN PROVE IT"**

It's True: In Texas
roses bloom in January.

The equable climate on the Texas Gulf Coast is fine for work and fine for play. And the mild winters can be translated into dollars and cents. It costs less to heat homes and factories, the friendly outdoors puts a bloom in children's cheeks, contentment in the minds of the worker.

A hospitable climate is but one reason why you should build your textile plant on the Texas Gulf Coast. Here are other "brags" that stand up:

- Texas Cotton: 28% of U. S. yield
- Texas Wool: 21% of U. S. yield
- Texas Mohair: 84% of U. S. yield
- Natural Gas: 58% of proved natural gas reserve.
- Texas Synthetics: a rapidly expanding production.
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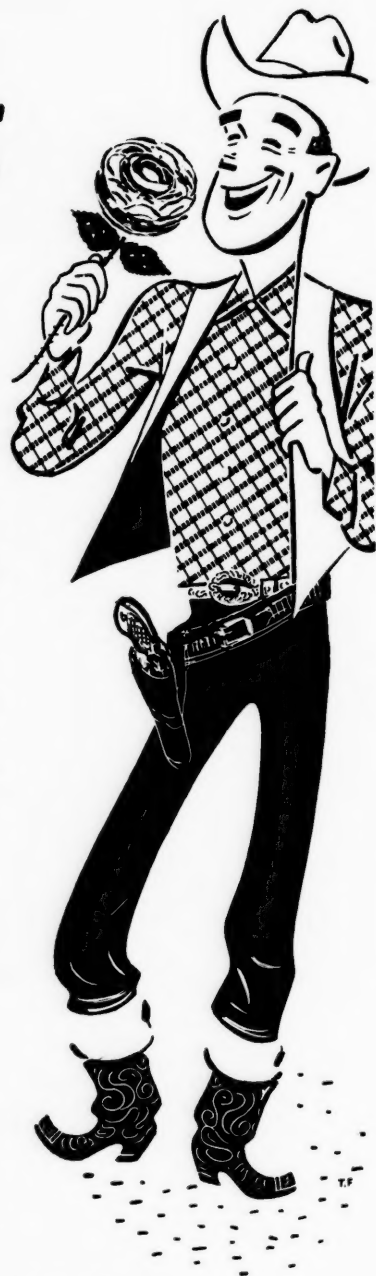
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The Southern Spotlight

The Piedmont Area

BY J. A. DALY

Charlotte—Highly nervous basic commodity prices, abruptly developing in mid-February reflected numerous domestic and foreign economic pressures and compelled readjustment in many sensitive prices that were continuing as the month ended. Manufactured goods prices generally were strongly resistant to deflationary tendencies.

Despite severe weather manufacturing operations were little curtailed. Cotton consumption increased substantially. Seasonal conditions brought only nominal Piedmont area unemployment. Retail prices came under tremendous consumer resistance which was encouraged by bankers and manufacturers for numerous stated reasons, among them being a necessity for reducing living costs to avert a threatened new wage-price spiral. Though inventory reduction became a prime late-February objective in many divisions of business, confidence in the medium-term economy was unimpaired, if not bolstered.

RETAIL TRADE

- **Prices.** Price cutting became rather general late in February among Piedmont retail grocers. Department stores intensified selling activities, advertising reduced prices. Consumer resistance was strong after the slump in farm commodities. Department store clearance offerings ranged from expensive fur coats to lingerie and furniture. Electric appliances, notably heaters, were in great demand. Furniture and radio sales responded to vigorous promotion.

- **Sales.** Retail hardware dealers reported 5 to 10 per cent gains in sales, dollar value, compared with the 1947 period. Inventories were up broadly and replacements were available dependably for most lines. Guns, ammunition and other sporting goods lately sold briskly at high prices.

National Theatre Owners' Association executives warned Carolina Theatre Owners in convention that this business is "in an unhealthy condition" with January attendance off 8 per cent from the 1947 month.

Reflecting higher prices and consumer resistance, North Carolina's beverage tax receipts in January were \$1,131,888 against \$849,220 in January, 1947, the increase being due wholly to higher levies.

- **Automotive.** Retailers reported brisk buying of new-model automobiles. Truck makers branches and dealers developed aggressive sales campaigns. Retail tire sales were seasonally slow and supplies expanded rapidly. Demand for auto accessories slumped. Gasoline supplies mostly were reported equal to seasonally low consumption.

PRODUCTION

- **Electric Power.** Production of electric power held around record levels. Unusually heavy unseasonal rains filled hydro-electric plants. Several smaller municipal power plants reported consumption exceeding capacity by widespread acute fuel shortages.

- **Fuel.** Recurrent blizzards were accompanied by widespread fuel shortages despite high-volume supplies of fuel-oil and coal. Various emergency measures partly met the fuel-oil crisis. Industry drew moderately on coal reserves while deliveries were slow reflecting weather handicaps to mining in West Virginia and Kentucky.

- **Machinery.** Piedmont area machinery producers reported order backlogs that assure record production this year. Shortages of steel and labor were reported. Factory branches and

dealers reported sales to farmers were about equal to increased supplies at peak prices despite off-season influences. Leaders in many phases of Southern activity continued to agitate mechanization of agriculture.

- **Furniture.** High Point's winter furniture market revealed the widest variety of offerings in history. Younger companies sold heavily from boldly introduced ultra-modern living room lines. Manufacturers reported that latest offerings generally were favorably received by retailers and demand equalled or exceeded output at 10 per cent advanced prices.

- **Textiles.** The South Carolina Labor Department reported textile production data for 1947 as follows: Greenville County, value: \$192,000,000, a gain over 1946 of 27.2 per cent; employees, 18,667; wages, \$37,500,000; Spartanburg County, value, \$212,500,000; a gain over 1946 of 38.8 per cent; employees, 20,000; wages, \$37,900,000.

- **Chemicals.** Plant food chemicals mostly continued well below needs. Appeals were repeated for Federal help in obtaining greater supplies of agricultural nitrates. Various troubles, including boxcar shortages, decreased potash deliveries from New Mexico.

THE MARKET

- **Prices.** While Cotton weaving and spinning mills held prices steady at recently advanced levels, the commodity market's February upset increased caution among buyers for apparel makers and retailers. Piedmont textile manufacturers are expecting a renewal of brisk business when export trade is unlocked by the prospective European Recovery Program. Also, ERP is expected to re-open the stalemated raw cotton export trade.

Raw cotton consumption lately exceeded levels of recent months but was substantially below a year ago, to some extent reflecting greater output of finer, light fabrics. Carded yarn prices held steady; combed yarn prices advanced slightly, and mercerized yarns advanced widely. Barometric print cloth prices, irregular in January, firmed in February. Lingerie producers advanced prices 10 per cent on Spring offerings after rayon yarn costs advanced.

Cotton prices fell heavily in mid-February in a general decline for major farm commodities. Approach to the probable Government support level steadied next-crop cotton futures. February demand for raw cotton was moderate. Scarcities of better grades and staples were troublesome and premiums were wide. Low grades were dull reflecting a stalemated export business. Cottonseed prices tumbled to \$90 from \$120 per ton at crushing mills and cotton oil prices fell heavily.

- **Livestock.** Commodity market upsets depressed Piedmont hog prices but medium quality cattle prices held steady. Livestock dealers said high feed costs continued to influence exceptionally heavy marketings of cattle and hogs, only slightly retarded by late February price irregularity.

AGRICULTURE

- **Sales.** Final official reports said 1947 old belt flue-cured tobacco sales were 277,838,000 pounds, off 16.4 per cent from 1946; average, \$38.13 per cwt., off \$5.21 from 1946; stabilization corporation took \$9,400,000 pounds, or 32 per cent of gross sales, versus 15 per cent in 1946.

Carolina Piedmont peach growers requested April elections on proposed marketing agreements aimed at stabilizing 1948 harvest's prices.

- **Employment.** South Carolina's Employment Service reported 497,000 persons employed in the state's agriculture

(Continued on page 16)

The Southern Spotlight

(Continued from page 15)

in January compared with 486,000 a year earlier.

CONSTRUCTION

• **Sales.** Construction was involved in a seasonal slump as February ended. Lumber and most other building materials prices were holding steady to firm, however, and complaint over shortages of nails was general. Some contractors said private work also was retarded in substantial volume because of recent commodity price upset.

Organized Carolina dealers in building materials maintained strong opposition to proposals for Federal price controls and allocations of these materials. Speakers emphasized to the North Carolina Society of Engineers in convention at Charlotte that manufacturing industry of the Piedmont is entering a "new era" of construction, featuring "niceness" and modern installations as means of maintaining profit margins while preserving employee relations.

EMPLOYMENT

• **Labor.** Thinking by Piedmont area business and industry leaders regarding the medium term was beclouded as February ended by labor leaders' renewed threats of a strike wave next Spring.

• **Supply.** Employment over the area continued around peak levels with scattered towns reporting minor skilled labor shortages. Competent professional workers were barely equal in number to needs. Several areas reported a slight tendency of women workers to return to the labor force. Employers generally screened applicants more carefully.

• **Wages.** North Carolina's officially reported average weekly wage increased in December to \$40.49 and work week extended one per cent to 40.6 hours; hourly rate gained 2.7 per cent in month to 99.7 cents.

FINANCE

• **Credit.** Trade associations and financial houses reported a persistent tightening of consumer and industrial credit. Banks became insistent upon wider collateral margins. Demand from corporations for credit slackened, perhaps reflecting inventory reductions. The Charlotte Retail Merchants Association reported that use of consumer credit was briskly increasing, with collections continuing satisfactory. The association's credit reports in 1947 were 15 per cent over 1946, with collections on past due open accounts gaining 20 per cent.

• **Loans.** Federal Land Banks reports said that farm loans dropped "precipitately" in 1947 throughout the Piedmont and entire Southeast. North Carolina's Agriculture Department warned farmers that credit must be cautiously used because of the highly uncertain economy.

• **Bank Clearings.** Fifth District Federal Reserve Bank's Charlotte branch in 1947 cleared 23,537,000 checks valued at \$10,446,000, up more than \$1,000,000 over the 1947 amount for 22,708,000 checks.

Charlotte's 1947 record in bank clearings was \$3,636,029, 117, against \$3,078,797,756 in 1946. January clearings totaled \$359,801,623, a gain of \$46,000,000 over the 1947 month. February clearings declined seasonally 17 per cent from January totals, but held about 5 per cent above corresponding weeks of February, last year.

• **Bank Deposits.** Unofficial compilations indicated that Charlotte's bank deposits gained 4.53 per cent in 1947 while loans and discounts increased 8.46 per cent.

• **Stocks.** The dull market for Piedmont textile mill common

stocks stubbornly resisted deflationary influences. The average bid for a list of 60 stocks late in February was \$123.05, compared with the January high of \$123.36; with \$111.66 in August, 1946, and \$95.84 in July, last year. All bid-asked spreads were relatively wide with only scattered offerings quoted. Over-the-counter quotations for Piedmont bank stocks were nominally mildly irregular.

The Southeast

BY JOHN MEBANE

Atlanta—The question foremost in the minds of businessmen over the Southeast today is: Where do we go from here? What now—recession? Depression? A temporary halt in the inflation spiral? And this concern is real. The impact of the price decline in certain commodities in mid-February was all the more severe because of its abruptness. It carried with it the shock of surprise for a business populace which, in the main, was unprepared for it.

It was a shock because throughout 1947 business and industry, freed of controls, continued at a rapid pace. The pace continued throughout January and the early part of February. The decline in industrial production during the last half of 1947, under the first half was almost negligible. Prices, instead of declining, rose and shortages of goods continued. Employment held up. The basic reason, some economists contend, lay in the still large purchasing power, both of individuals and of business.

RETAIL TRADE

• **Sales.** Department store sales in the Sixth Federal Reserve District, adjusted for December, 1947, were up over those for December, 1946, by 11 per cent. The Federal Reserve Index for 1947 stood at 394. Department store stocks in the district were 3 per cent lower in December, 1947, than in the corresponding period in 1946.

• **Credit.** Banks and other lending institutions are moving toward tightening of installment loan terms. Bankers said they are tightening up on consumer credit this way: First it is recognized that terms of consumer loans are highly variable. Second, in view of this, a very close study is being made of the different circumstances and needs of borrowers and the bank's own advice is given to the individual borrowers.

• **Food Prices.** With the exception of pork and eggs, retail food prices stood near their peak in mid-February. That peak followed a short-lived break in retail prices early last fall. However, after the middle of the month, prices began dropping on a variety of items. Retailers believe it is still too early to determine whether the declines will continue.

CONSTRUCTION

• **Residential.** In the face of record costs, this section of the Southeast currently is experiencing its largest housing boom. Joseph K. Heyman, Atlanta business consultant, estimates construction of non-farm dwellings in Georgia during 1947 to have been about 18,000 with nearly 14,000 started during the first nine months. He said that between 1925 and 1929, construction of dwelling units in metropolitan Atlanta averaged about 3,700 units a year, and that 1947 probably saw 7,000 new units, equal to the 1946 record. The Atlanta area last year accounted for about 40 per cent of the entire state's construction of new non-farm housing, he said.

• **Prices.** Real estate prices will not break this year as did commodity prices Mr. Downs asserted. He cited three reasons for expecting a continued high real estate market: (1) the stock market has had two major breaks since the end of World War II, and the latest break was not as bad as in 1946 when the Dow-Jones averages dropped from 212.50 to 163.11, while in real estate prices remained high; (2) the

(Continued on page 54)

NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

ALABAMA

BESSEMER—Southern Bell Co., construction and improvement program, \$300,000.
BIRMINGHAM—Alabama Metal Lath Co., two additions to plant, \$122,000.
BIRMINGHAM—Alabama Power Co., expansion program, \$18,000,000.
BIRMINGHAM—Greyhound Bus Co., bus depot.
BIRMINGHAM—Pepsi-Cola Co., concentrate plant for making syrup for soft drink.
CHILDERSBURG—Coosa River Newsprint Co., newsprint plant, \$30,000,000.
CULLMAN—Geo. P. Turner, milk plant.
FLORENCE—Coca-Cola Bottling Co., addition to plant, \$37,000.
JACKSONVILLE—City, natural gas system.
MOBILE—National Gypsum Co., plant expansion, \$500,000.
MONTGOMERY—Southern Bell Telephone Co., addition to building, \$98,000.
PIEDMONT—City, natural gas system.
SHEFFIELD—Electro Metallurgical Co., trestle and mixhouse building, \$300,000.

ARKANSAS

SPRINGDALE—Heekin Can Co., new plant, \$1,000,000.

FLORIDA

BARTOW—Armour Fertilizer Works, new plant.
BARTOW—International Minerals and Chemical Corp., project involving design and construction of a system to convey, store, dry and ship phosphate rock to serve its new Noralyn Mine, \$1,300,000.
CLEARWATER—Kennedy and Strickland, sales and service building, \$106,044.
CORAL GABLES—Huskamp Motors, service station and garage addition, 4811 LeFeune Rd.
DADE COUNTY—Alvin Builders Supply, warehouse and mill, 900 SW 69th Ave., \$20,700.
DADE COUNTY—R. K. Cooper, Inc., storage building, 4051 NW 28th St., \$11,550.
JACKSONVILLE—Florida Agriculture Supply Co., plant, \$450,000.
MIAMI—Gaynon Iron Works, garage and body shop, 2020 NW Miami Court, \$10,000.
MIAMI—Lykes Bros., Inc., cold storage warehouse near NW 13th Ave., 22nd St. and Seaboard Railroad, \$123,640.
MIAMI—Mal Marshall—addition to plant, 2214 N. Miami Ave.
MIAMI—Miami Crown Distributors, warehouse and office, 1100 NW 33rd., \$85,000.
MIAMI—Sunbeam Supply Co., warehouse and showroom, 300 NW 29th., \$20,000.
MIAMI—F. C. Tidwell, garage, NW corner 36th St. and 35th Ave.
MIAMI SHORES VILLAGE—Gulf Oil Construction Department, Pittsboro, Pa., service station, 9512 NE 2nd Ave., \$36,500.
MIAMI SPRINGS—Gulf Oil Corp., service station, NW 36th St. and 44th Ave., \$15,000.
PANAMA CITY—Arizona Chemical Co., new chemical plant.
PANAMA CITY—International Paper Co., refining plant, \$1,700,000.
TAMPA—Ingraham Fruit Corp., packing house.
ZELLWOOD—Johannes Verdouw, pilot plant which may lead to building \$200,000 Ramie Mill here.

GEORGIA

ATHENS—Athens Manufacturing Co., additions to office building, 1180 E. Broad St.
ATLANTA—Atlanta Journal, remodeling old building.
ATLANTA—Atlanta Paper Co., plan to replace present plant at Moore, King and Hunter Sts., \$1,000,000.
ATLANTA—J. W. Galbreath and Co., office and warehouse to be leased to Standard Brands, Inc.
ATLANTA—Model Laundry, remodeling and additions to old Ponce de Leon Laundry, Ford St.
AUSTELL—Austell Box and Board Co., box plant, \$205,000.
DAINEBRIDGE—Ward-Stilson Co., Anderson, Ind., to build dress factory here.
COLUMBUS—Bibb Manufacturing Co., Maccon, addition to weaving shed, slasher room, cloth room and boiler house.
COLUMBUS—Cordele Pepsi-Cola Bottling Co., planning expansion program.
CORNELIA—Chicopee Manufacturing Corp., installation of electrical apparatus and wiring for addition to Lumite plant.
EAST POINT—Colonial Stores, Inc., manufacturing plant, \$2,000,000.
EAST POINT—Curtiss Candy Co., candy manufacturing plant, \$350,000.
EAST POINT—East Point Motors, Inc., auto sales and service building.

FITZGERALD—Coca Cola Bottling Co., alterations and additions to building.
GRIFFIN—Daily Griffin News, new building, \$41,080.
LAGRANGE—Lily Ice Cream Co., manufacturing plant on West Point Rd., \$100,000.
LAGRANGE—Teche Greyhound Bus Co., bus station.
TOCOYA—J. L. Bracewell Co., farmers' market building, \$20,000.

KENTUCKY

DEANE—Consolidation Coal Co., tippie on New Rockhouse Branch of L and N RR, \$600,000.
ELIZABETHTOWN—Farmers Supply Co., office and plant building, \$35,000.
ERMINE—Webb Coal Co., tippie, washer, conveyor, \$45,000.
JENKINS—Ashland Oil and Refinery Co., building, \$60,000.
LOUISVILLE—Armour and Co., addition to present plant, 201 E. Main, \$22,000.
LOUISVILLE—Buckeye Cotton Oil Co., addition to present plant for housing machinery for processing soybeans, \$26,980.
LOUISVILLE—Louisville Gas and Electric Co., construction program.
LOUISVILLE—Standard Oil Co., sales and service building, 536 S. Third St., \$60,000.
LOUISVILLE—Thurston Cooke, public garage, 400 W. Breckinridge St., \$75,000.
MADISONVILLE—Miners Coal Co., tippie headhouse, conveyor, \$20,000.
MARION—Cumberland Oil and Gas Co., garage and filling station building, \$25,000.

New and
Expanding Plants
Reported:
February—250
Total For
First Two Months
Of 1948:
484
First Two Months
Of 1947:
462

NEWPORT—International Petrochemical Corp., plan converting electric-furnace steel plant to open hearth plant, installing, soaking pits, breakdown mill, hot strip mill.
PADUCAH—Pennsylvania Salt Manufacturing Co., fluorine chemicals plant just north of Calvert City.
RUSSELL—Chesapeake and Ohio Railway Co., expansion and improvement program in its yards, \$2,312,360.
WHITESBURG—Lewis Coal Co., conveyor, washer and headhouse at Sandlick, \$25,000.
WHITESBURG—Stoker Coal Co., tippie, headhouse, conveyor, screen apparatus and other accessories, \$150,000.

LOUISIANA

ARABI—Dixie Packing Co., modernizing plant and adding new sales office.
BATON ROUGE—Ethyl Corp., development laboratory and pilot plant building, \$622,960.
BATON ROUGE—H. E. Harrell, auto service station, 1810 N. 21st St., \$15,628.
CROWLEY—Public Drying and Storage, Inc., warehouse building, \$250,000.
JONESVILLE—Town Council, natural gas system, \$142,943.
KAPLAN—S. P. Simon, two-unit rice drier, adjacent to present warehouse.
LAKE CHARLES—Cit-Con Oil Corp., building refinery near Lake Charles.
NEW ORLEANS—Barda and Paige, building with warehouse and office space, Maple St. and Lake Ave.
NEW ORLEANS—Boyce-Harvey Machinery Co., Inc., plant, Jefferson Highway near Huey Long bridge.
NEW ORLEANS—Cotton's, Inc., bakery building, Jefferson Davis Parkway, South Clark, Dixon and Palmetto Sts.
NEW ORLEANS—French Market Ice Co., transformer vault in ice plant, 1024 Chartres St.

NEW ORLEANS—Herrin Transportation Co., warehouse building and offices to be located in the square of Cypress, Willow, Lafayette, and S. Claiborne Aves., \$80,000.
NEW ORLEANS—Southern Bell Telephone and Telegraph Co., office building, 1400 Brooklyn Ave., Algiers, \$70,000.
NEW ORLEANS—United Refrigeration, Inc., warehouse, 2501 Perdido St.
OAKDALE—Texas Oil Co., Texaco Street station building, \$15,000.
REIDELL—Evangeline Textile Mills Co., 25,000 spindle plant, \$500,000.
SHREVEPORT—Peterson Motors, building, 403 Aero Drive, \$40,000.
SHREVEPORT—United Gas Corp., development of oil fields, \$26,000,000 project.

MARYLAND

BALTIMORE—Mayor Thomas D'Alesandro to sign ordinance providing \$2,500,000 for two buildings for paper mill at National Gypsum plant, foot of Newkirk St.
BALTIMORE—American Bitumuls Co., laboratory and locker rooms, 1955 Chesapeake Ave., \$10,000.
BALTIMORE—American Totalisator Co., additions and alterations, Belvedere Ave. and Reisterstown Rd.
BALTIMORE—Archway Motors, sales and service building, Hilton St. near Edmondson Ave.
BALTIMORE—Baltimore Foundry and Machine Co., dismantling and moving present building and erecting storage building, \$15,000.
BALTIMORE—Baltimore Transfer Co., four-unit terminal building, Monument and Dean Sts.
BALTIMORE—Crown Cork and Seal Co., plan future expansion, corner of Newkirk and O'Donnell Sts.
BALTIMORE—John Epler Co., new plant, NE corner of Sun St.
BALTIMORE—Marshall Eskridge, sales and service building, 5712 Reisterstown Rd.
BALTIMORE—Esso Standard Oil Co., service station—Reisterstown and Pinckney Rds.
BALTIMORE—Fruit Growers Express Co., icing platform, unloading dock, office, near Andre St. and Fort Ave., \$24,245.
BALTIMORE—Greyhound Cab Co., office and service building.
BALTIMORE—Griebel Motors Co., addition to garage and showroom, 814 Light St., \$40,000.
BALTIMORE—F. S. Royster Guano Co., storage building, 2001 Chesapeake Ave., \$55,000.
BALTIMORE—Jewett and Sherman Co., has acquired Helwig and Leitch, Inc.; plan future modernization.
BALTIMORE—Arthur Littlepage, rebuilding building recently damaged by fire, Baltimore and Carey Sts.
BALTIMORE—A. Moore, addition to building, 1700 McCullough St., \$15,000.
BALTIMORE—National Cash Register Co., alterations, 600 S. Hanover St., \$22,000.
BALTIMORE—Radio Television of Baltimore, Inc., transmitter and station facilities.
BALTIMORE—Revere Copper and Brass, Inc., aluminum strip mill at Canton plant.
BALTIMORE—Charles J. Spel, storage building, NW corner Maisel and Cedley Sts., \$15,000.
BALTIMORE—T. S. Industrial Chemical Co., alterations and additions, 3508 Fairfield Ave.
BROOKLYN STA.—Curtis Motors, show and storeroom building, 3750 2nd St.
ROSSVILLE—Baltimore Brick Co., tunnel kiln building.

MISSISSIPPI

BALDWIN—Franks Body and Iron Works, steel working plant and warehouse, \$45,000.
BILLOXI—Southern Bell Telephone and Telegraph Co., dial and toll office.
EUPORA—City—Factory building for Well Lamont Glove Co., \$97,129.
GRENADA—Showers Brothers, Inc., furniture plant, \$300,000.
LEXINGTON—Lexington Implement Co., new building to house salesroom parts, shop and offices.
LOUISVILLE—Associated Factories, Chicago, Ill., plant to manufacture bedroom furniture.
LUCEDALE—Lucedale Veneer Co., veneer mill building.
MERIDIAN—Meridian Motors Co., auto sales and service building on old county jail site, \$50,000.
NEW ALBANY—Union County Board of Supervisors, furniture factory building to be occupied by Eutawian Manufacturing Co., \$150,000.
VICKSBURG—Coca-Cola Bottling Co., bottling plant.

NEW AND EXPANDING PLANTS

MISSOURI

Southwestern Bell Telephone Co., dial office buildings at Pond, Gray's Summit, House Springs, High Ridge and Maxville.

AVA—Saltee Motor Co., auto sales room and garage.

KANSAS CITY—Rock Island Railroad, retarder hump yard in Armourdale District, \$1,500,000.

MAPLEWOOD—Cupples Products Co., addition to plant, 2650 Hanley Rd.

MAPLEWOOD—Schiffner and Huttsell, garage and sales room, 7829 Manchester.

ST. LOUIS—Butler-Kohaus, Inc., addition to warehouse.

ST. LOUIS—Ray M. Dilschneider, truck terminal, 13th and Papin.

ST. LOUIS—Griesedieck Bros. Brewery Co., stock house, 1915 Lami, \$300,000.

ST. LOUIS—Kenworth Sales and Service Co., sales and service building.

ST. LOUIS—Hattie F. Mitchell, addition to factory, 3518 Market, \$18,000.

ST. LOUIS—Monsanto Chemical Co., mechanical shop with mezzanine, 112 Russell, \$300,000.

ST. LOUIS—Nuevo Investment Co., rebuilding buildings destroyed by fire.

ST. LOUIS—Quality Dairy Co., addition to boiler room, 4630 W. Florissant.

ST. LOUIS—Adolph Saffron, addition to factory, 2229 Cole, \$20,000.

ST. LOUIS—Sidney M. Studt, shop and office building, SE corner of Forsyth and Brentwood Blvd.

ST. LOUIS—Harry Wibbing, sales room and warehouse, 2648 Olive, \$20,000.

SPRINGFIELD—Springfield Newspapers, Inc., rebuilding and enlarging plant destroyed by fire, \$348,000.

NORTH CAROLINA

BURNSVILLE—Gantt Bros., planning rayon plant.

CAROLINA BEACH—Queen City Trailways, bus terminal, Raleigh and Lake Shore Drive, \$40,000.

CHARLOTTE—Carolina Marble and Granite Works, Inc., plant on Pineville and York Rds., \$250,000.

CHARLOTTE—Jefferson Standard Broadcasting Co., television station.

CHARLOTTE—Liggett and Myers Tobacco Co., cigarette factory, \$2,000,000.

CHARLOTTE—Mecklenburg Motors, Inc., shop building, \$46,200.

CHARLOTTE—Southern Friction Materials Co., addition to warehouse.

CHARLOTTE—Whitin Machine Works, addition to building, 600 Dowd Rd., \$24,000.

DURHAM—Durham Telephone Co., large overall construction program.

DURHAM—Erwin Cotton Mills Co., expansion and improvement program costing several million dollars over next three years.

FAYETTEVILLE—Standard Hosiery Mills, Inc., has acquired Fayetteville Knitting Mills and plans long-range expansion program.

GREENSBORO—Carolina Steel and Iron Co., office building, \$71,643.

GREENSBORO—Goodyear Tire and Rubber Co., addition to Strong Tire Service, \$29,421.

GREENSBORO—Sears, Roebuck and Co., paint factory, \$700,000.

LAUREL HILL—Morgan Cotton Mills, addition to main building, \$89,000.

LAURINBURG—McNair Auto Co., auto sales and service building, \$35,000.

MAIDEN—Caroleen Mills, Inc., new building and additions to present facilities, \$250,000.

MOCKSVILLE—P. H. Hanes Knitting Co., acquired site for branch plant to manufacture male clothing.

MOREHEAD CITY—Southern Felt Corp., factory building, \$105,000.

MORGANTON—Huffman Hosiery Mill, extension to mill.

MOUNT ULLA—Mount Ulla Flour Mill, rebuilding flour and feed mill and warehouse recently destroyed by fire, \$250,000.

SALISBURY—North Carolina Finishing Co., addition to plant nearing completion; addition to office started.

SALISBURY—Southern Bell Telephone and Telegraph Co., improvements and extensions to present building, \$200,000.

WINSTON-SALEM—Crystal Ice and Coal Co., remodeling present plant and additional building, 411 S. Marshall St., \$20,000.

OKLAHOMA

MAYSVILLE—Cities Service Oil Co., natural gasoline plant.

OKLAHOMA CITY—Central Dairy Products Co., cold storage plant, 822 S. Hudson, \$250,000.

OKLAHOMA CITY—Southwestern Bell Telephone Co., addition, 23rd and Portland, \$80,000.

OKLAHOMA CITY—Western Newspaper Union, remodeling offices at 217 N. Harvey, \$50,000.

PONCA CITY—Continental Oil Co., plans \$1,000,000 expenditure on recently acquired plant.

PONCA CITY—David J. Sutton, auto agency building, 5th and Central Sts.

SPENCER—Carey-Lombard-Young Lumber Co., office and yard, \$25,000.

TULSA—Oklahoma Natural Gas Co., plans \$7,000,000 construction program.

TULSA—Stanolind Pipe Line Co., ten-story building, \$2,500,000.

SOUTH CAROLINA

RAMBERG—Santee Textile Mills, expansion and improvement program.

COLUMBIA—Pickens Street Corp., office building, 1226 Pickens St.

GREENVILLE—Duke Power Co., improvement and expansion program, \$125,000 addition in overhead and sub-station expansion.

LANCASTER—Spring Mills, new clubhouse to replace old one destroyed by fire.

ORANGEBOURNE—Atlantic Bus Lines, bus station.

ROCK HILL—Samarkand Rugs, Inc., rug mill.

SPARTANBURG—Boyd S. Randall, garage on Broad St., \$35,000.

TENNESSEE

ADAMSVILLE—Woodcrafters, Inc., new plant.

COKEVILLE—W. R. Whitaker Co., rebuilding plant, West Broad, recently destroyed by fire, \$60,000.

CHATTANOOGA—Signal Knitting Mills, addition to factory building, Manufacturers Rd., \$22,000.

CHATTANOOGA—Southern Bell Telephone and Telegraph Co., new telephone exchange, \$138,000.

COVINGTON—Covington Development Corp., factory, \$100,000.

GREENVILLE—Businessmen of Morris-town, Bulls Gap and Greenville plan tobacco warehouse covering 10 acres.

JACKSON—Dixie-Greyhound Lines, new city bus terminal, south side of Monroe between 2nd and 3rd, \$750,000.

JACKSON—Dr. Pepper Bottling Co., bottling plant, Poplar St., \$60,000.

KNOXVILLE—Roddy Manufacturing Co., expansion and remodeling of plant, \$25,000.

MARTIN—Young Man's Business Club plans plant to be used by Central Cigar Co.

MEMPHIS—Humko Co., additions to local plant, \$36,000.

MEMPHIS—Southern Bell Telephone and Telegraph Co., office building.

MEMPHIS—Stewart Coffee Co., warehouse, \$18,000.

NASHVILLE—Blatz Bros. Packing Co., expansion of facilities.

NASHVILLE—Mantle Lamp Co., plant for manufacture of stoves, lanterns, etc., south side of Murfreesboro Rd., \$4,000,000.

NASHVILLE—Moore-Handley Hardware Co., branch plant.

NASHVILLE—Pan-American Petroleum Corp., expansion of storage facilities.

TEXAS

AMARILLO—Truit Buick Co., new building, 1100 Polk, display, offices, parts, service, \$25,000.

AUSTIN—Western Natural Gas Co., operating cycling plant in Goebel Field, Live Oak County.

BRENNHAM—Bluebell Creameries, creamery building.

BROWNSVILLE—Standard Oil Co. of Indiana, chemical plant for Stanolind.

CORPUS CHRISTI—Guaranty Title and Trust Co., cold storage locker, 302 N. Port St., \$18,000.

DALLAS—Daniel Auto Radiator Manufacturing Co., industrial building, Pittsburgh St. and Industrial Blvd.

DALLAS—Dallas Railway and Terminal Co., addition to car barns, \$20,000.

DALLAS—National Industries Corp., parts depot, Airlawn Industrial district, \$500,000.

DALLAS—Radel Corp., office building, 911 Young St., \$35,000.

DALLAS—Winthrop-Stearns, Inc., warehouse and office.

DALLAS—Swift and Co., alterations and additions to present buildings, \$41,000.

DALLAS—Texas and Pacific Railway Co., freight terminal.

DALLAS—Western Electric Co., office building and plant, 5331 Mockingbird Lane, \$500,000.

DALLAS—Witco Hydrocarbon Corp., natural gasoline plant and carbon black plant, \$3,500,000.

EL PASO—Magnolia Coca-Cola Bottling Co., bottling plant, \$20,000.

FORT WORTH—Southwestern Bell Telephone Co., addition to present building, Akard and Wood Sts.

HENRIETTA—L. E. Dickerson, addition to auto building, \$20,000.

HOUSTON—Bettis Corp., warehouse and office building, 66th St. in Supply Row Center, \$76,900.

HOUSTON—William Cameron and Co., warehouse and office building, St. Bernard St.

HOUSTON—Croft Steel Products, Inc., assembly plant to produce steel casement windows, \$500,000. Plans to construct \$1,000,000 manufacturing plant in the future.

HOUSTON—Federal Steel Products Co., rebuilding manufacturing plant recently destroyed by fire, 415 N. St. Charles St., \$100,000.

HOUSTON—Ned Gill Printing Co., addition to oil and gas building for printing office, Louisiana Ave. and Lamar.

HOUSTON—Gulf Envelope Co., new plant building, N. Main at Brook St., as part of \$100,000 expansion program.

HOUSTON—Dr. Gerhard Herzog plans industrial building on Wilson Drive site.

HOUSTON—Houston Auto Glass Co., one-story tile building, SE corner Bagby and Gray, \$50,000.

HOUSTON—Houston Natural Gas Corp., warehouse and headquarters building.

HOUSTON—KPRC Radio Station, new structure to house all station's activities.

HOUSTON—Linde Air Products Co., warehouse and office addition to present building.

HOUSTON—Maintenance Engineering Co., office addition, \$75,000.

HOUSTON—Raymond Pearson, auto building, Louisiana and Clay.

HOUSTON—Shilstone Testing Laboratory, Inc., laboratory and office building, West Dallas and Columbia.

HOUSTON—South Texas Motor Co., planning service department on property, 2319 Main.

HOUSTON—Southwestern Bell Telephone Co., building, Joplin St., one block off Telephone Rd.

HOUSTON—Texas Co., two service stations, Polk and Dumble, Clinton Drive and Eastway.

HOUSTON—E. E. Tomlin, service station, Washington Ave. and Durham St.

NAVASOTA—Navasota Telephone Co., new building.

ODESSA—Gulf Oil Corp., office building addition and remodeling present building and guest house, \$247,794.

PARIS—Coca-Cola Bottling Co., bottling plant.

SAN ANTONIO—Dr. P. W. Day, service station, NE corner Military Drive and Laredo Highway.

SAN ANTONIO—Merchants Ice and Cold Storage Co., warehouse, E. Houston and N. Cherry Sts.

SAN ANTONIO—Meyer-Blanke Co., warehouse which includes office and display room, Euclid Ave. at Locust St.

SAN ANTONIO—Southwestern Bell Telephone Co., alterations and addition.

TEMPLE—Coca-Cola Bottling Co., bottling plant, 117 S. First St., Waco, \$119,747.

TEXAS CITY—Tin Processing Corp., chemical plant designed for the reclamation of hydrochloric acid sliver, \$2,700,000.

TYLER—Clay Moulding Co., storage building, E. Duncan St., \$50,000.

WACO—General Tire and Rubber Co., expansion program, \$200,000. Also plan enlargement of Baytown synthetic rubber manufacturing plant.

WACO—Gulf Oil Corp., service station, 601 S. 11th, \$10,000.

VIRGINIA

ELKTON—Merck and Co., new buildings and equipment at main plant.

INDEPENDENCE—Klear Knit, Inc., plant for manufacture of garments, \$50,000.

NORFOLK—Singer Sewing Machine Co., alterations and addition 418 Gramby St.

RICHMOND—W. F. Gerhardt, addition to building, 2011 W. Broad.

RICHMOND—T. S. Leake Print Shop, building.

RICHMOND—Robertson Chevrolet Co., used car sales office.

RICHMOND—Allen J. Saville, Inc., alterations to 1620 Hull St.

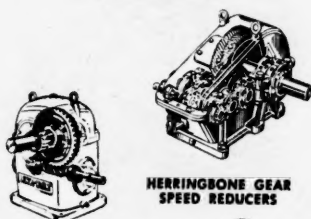
RICHMOND—Strong Bag Co., Inc., building.

WARRENTON—Hubert B. Phipps, addition to printing plant.

WEST VIRGINIA

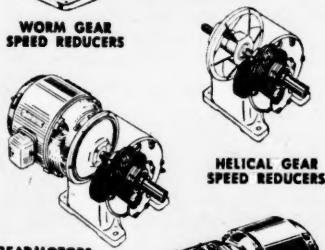
CHARLESTON—Charleston Motors, Inc., sales and service building.

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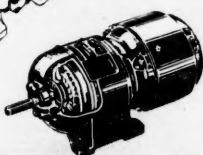
**WORM GEAR
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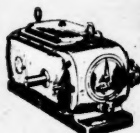


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AND ROLLER BEARING
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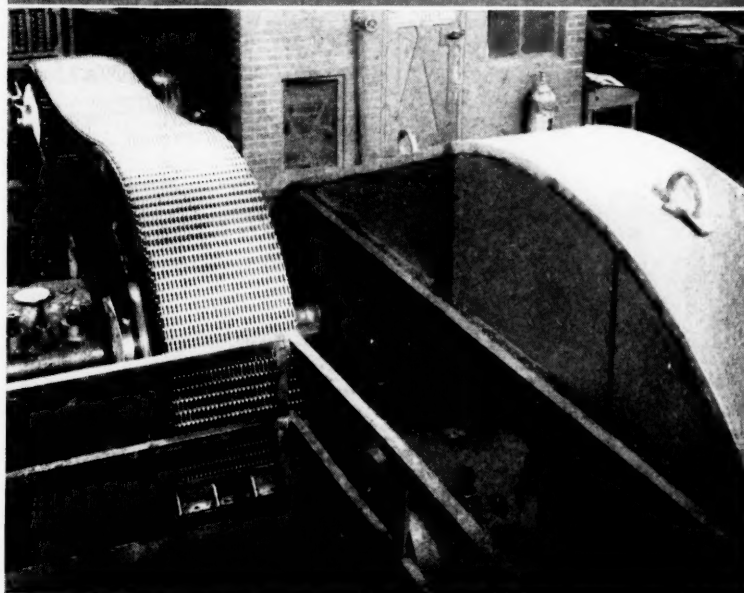


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The South

Labor History in Georgia. The first election order by N.L.R.B. to unhorse a union which has failed to register under the non-Communist provisions of the 1947 act, has been set for the plant of the Harris Foundry & Machine Co., at Cordele, Ga. The election involves the United Steel Workers of America, No. 1 C.I.O. unit, which has not complied with the non-Communist filing requirements. The "decertification" balloting must be concluded by March 15.

The action was initiated by Arthur Hays Howard, an employee of Harris Foundry, which has 248 members in its USWA-CIO unit. The Labor Board announced, however, that even should a majority of the employees name USWA as their bargaining unit, the Board still would not accept that organization as the lawful bargaining unit until national headquarters had complied with the non-Communist registration. Thus, the election merely affords the rank and file an opportunity to declare whether they wish to be a part of a union which has refused to comply with the non-Communist registration requirement.

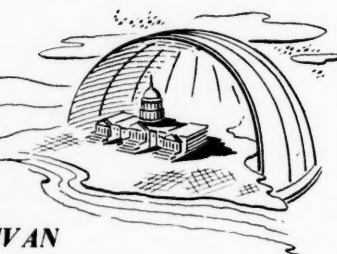
Viewed in that light, the Georgia election will be one of considerable historical significance, for the theory behind the registration section of the 1947 labor law was that the rank and file would be eager, at every opportunity, to disassociate themselves from Communist leadership.

Command Asserted. An organized movement to revive the old two-thirds rule in the Democratic National Convention this year has received the quiet nod from influential party leaders on Capitol Hill. The rule may be restored in the convention by majority vote, if incorporated in the formal order of business presented by the Committee on Rules, which must be acted upon before nominations are in order. With the traditional two-thirds rule restored in convention procedures, the 127 electoral votes of the South would again constitute a veto power over nominations for president and vice-president.

Southern Democratic leaders have no desire to deny the presidential nomina-

Potomac Soundings

by LAWRENCE SULLIVAN



tion to Mr. Truman. But they do intend to assert an effective voice in framing the national platform. Many of them would like to see Senator Harry F. Byrd, of Virginia, nominated for the vice-presidency. The superior influence of the ultra-pinko fringe among present White House advisers is blamed by many conservative and liberal Democrats alike for the confusion and bewilderment which marks national party policy today.

Representative Eugene E. Cox, of Georgia, one of the most influential legislative veterans on the Democratic side of the House, has not attended any of the recent "revolt" sessions. But he has spoken earnestly from the floor in behalf of the South's "determination to resist" current trends in federal administration.

"My friends of the South," said Mr. Cox in a speech alluding to President Truman's special message of February 2, "our people were again kicked in the teeth by the President in his message, and they want to know what we are going to do about it. Some of us have publicly expressed our indignation and determination to resist, but not all. Do you not think that it is time that all of us from the South should stand up and be counted?"

Rep. Cox reminded his colleagues that the governors of the Southern States actively seek the cooperation of their delegations in Congress "in the formulation of plans for the recapture of the influence within the Democratic Party which was lost with the abrogation of the two-thirds rule."

"I am in complete sympathy with this suggestion and would like to know what you think about it. If we do nothing, will not our people be saying to us, 'Where is your courage and what has become of your faith?'"

Lending militant support to Congressman Cox, his Mississippi colleague, John Bell Williams, presented a strong editorial from the McComb "Enterprise-Journal," in which Editor Oliver Emmerich voiced a plea for a preliminary convention of Democrats from the Southern States, a week or two before the Philadelphia nominating sessions. Emmerich was a delegate to the 1944 convention which ousted Henry A. Wallace from the vice-presidential berth and forced the nomination of Harry S. Truman.

"The Nation should know this," Emme-

rich wrote. "A Southern political rebellion was the force that blocked Henry Wallace for vice president. Harry Truman is president today because of that Southern rebellion—and he knows it. . . . So let's go through with the Southern Democratic convention, and this time, let's make it stick."

Such ferment is the basic stuff of honest American politics. Out of them comes always a final expression of sincere grass-roots conviction to give body to party platforms and integrity to party labels. Political parties too long managed exclusively from the top tend to lose their inspirations for solid progress. All parties today face such ferment. Out of them surely will come a clearer, sharper, more wholesome definition of orderly Constitutional government—America's great gift to mankind.

The Nation

Board of Thinkers. The Council of Economic Advisers, established under the so-called Employment Act of 1946, has submitted only two annual forecasts, one in January 1947, the second on January 14, 1948, plus a special report last November on Marshall Plan requirements. But now comes the House Appropriations Committee with the impious thought that the Council is just another agency for federal Thought Control.

"The testimony of this agency was lamentably weak," said Congressman Richard B. Wigglesworth, of Massachusetts, in reporting on his subcommittee's searching inquiry into operations of the three-man council. "There was strong sentiment in the committee for the complete elimination of all funds for this agency. It merely uses the findings of other agencies which it would seem, could be made available directly to the President or to Congress by the originating agencies. There is little evidence of any important results from its work of interpretation, and it takes the position that its views and recommendations are confidential except as to the President, unless released by him."

The Council has \$350,000 for 1948; asked for \$400,000 for 1949; was whacked back to \$300,000 for the new year, the Committee's report observing: "Continued operation on a reduced basis is recommended."

(Continued on page 25)

Potomac Soundings — by Lawrence Sullivan

(Continued from page 22)

ommended only in the light of present conditions, and the fact that the agency is new."

Congressman J. Caleb Boggs, of Delaware charges before the House that the Council of Economic Advisers sometimes furnishes President Truman with basic economic conclusions which are not fully justified by the facts. Last November, for example, a special report on aid to Europe said the U. S. could handle the Marshall Plan without serious inflationary consequences at home. This conclusion, said the Council, was based on "the tremendous increase in American productive capacity during and since the war."

Dr. Edwin G. Nourse, chairman of the Council, was asked to specify exactly what had been the increase in America's productive capacity, as measured by the Council. His reply was, in part, as follows:

"Referring to your more specific question whether the council has any measure of the percentage increase in American productive capacity, the answer is that we do not have, and we do not think that it would be feasible to construct such an index."

It would be difficult to find a more complete and precise example of official Thought Control. The Council tells the country what's coming in all things economic. Its conclusions are based upon some grand concept of a tremendously increased productive capacity since 1940. But when pressed for details, the Council acknowledges frankly that it has no way of measuring increased productive capacity, and does not intend seriously to try.

So it all comes out to just another bureau—more jobs, more spending, more Washington-made public opinion.

When to De-control? The suspicion is developing in Congress that ideal circumstances under which to relax remaining wartime business and economic controls may never come.

This applies with particular force to rent control. The National Association of Real Estate Boards points out that rent controls first imposed in England in 1915 as a temporary war measure, have been extended from year to year. Although modified and amended as regards many administrative details, the essential features of the original "temporary" act are still in force. One result has been the practical extinction of the private construction industry in the field of rental housing.

"England and other foreign countries (Germany, Poland, France, and Denmark) found it impossible to extricate themselves from rent controls once they permitted controls to take a firm foothold in their peacetime economies."

The first signs of a like development in the U. S. already appear on the business horizon after only six years of rent control. The 50-page brief of the Real Estate

Boards was presented before the House Banking and Currency Committee. At the same time the Supreme Court took under advisement a case from Cleveland which challenged the authority of the federal government to attempt any sort of rent controls save in time of war.

Figures gathered from sixty principal U. S. cities show 75,000 dwelling units completed during 1947, of which 59,000 were for sale and only 16,000 for rent.

"If rent controls are continued they eventually will drive all private enterprise rental housing from the market," the real estate brief contended.

A report by the British Ministry of Health in 1945 disclosed that roundly 4,500,000 dwellings had been built in England in the 21 years between 1918 and 1939, during which the population increased by only 5,250,000. But a large percentage of all the new dwellings were in two general categories: (1) built for owner occupancy, or (2) government subsidized rental units.

"The only rental housing provided for this increased population was that directly subsidized by the government and constructed by the government. Private investors in rental housing were forced from the market by government controls. That is exactly what is happening here in America."

Higher operating and maintenance costs under rentals frozen at 1941 levels make the big squeeze against private finance in rental housing today. Real estate taxes in 50 cities now average 25 per cent above 1941, coal has advanced 64 per cent, fuel oil is up 80 per cent, refrigerators 60 per cent, cook stoves 65 per cent, paint 60 per cent, electric wire 75 per cent, and janitor service is up 56 per cent, as measured by average hourly wages.

In many cities these higher costs have been absorbed during the rent freeze only by complete and total deferment of all maintenance and repair work. As a result, accumulated work in the deferred maintenance category now measures almost

400 per cent of one normal year's repairs.

Detailed testimony concerning real estate tax increases was presented in support of the realty board's brief by Cecil Wright Pemberton, of Jacksonville, secretary of the Florida Tax Information Association.

Wallace on First Base. Political observers attribute the up-set triumph of the Henry Wallace forces in New York State to the strong Left-wing appeal for the partition of Palestine, as recommended by the United Nations commission on the Jewish homeland.

The Twenty-fourth N. Y. Congressional District, in which Leo Isacson won the vacancy on February 17 for the American Labor Party, is the most densely populated Jewish district in the country. The Wallace forces, supporting Isacson, made an all-out appeal for a United Nations' armed force to police the partition of Palestine into independent Jewish and Arab States. Only 40,000 votes were cast in the election, out of a total registration of 85,000 in all parties. Isacson got 22,607, against 12,578 for the Democratic nominee.

While the results were a surprising up-set on New York political form, they carry no national significance as a true indication of the Wallace strength. In the entire U. S. there are not five Congressional Districts which present a comparable division of population in relation to the feverish Palestine homeland issue.

In true Communist fashion, the Wallace forces exploited the homeland appeal to the utmost in the one spot in which that appeal manifestly offered its greatest pulling power. Any attempt to apply the voting percentages from this election generally would be misleading.

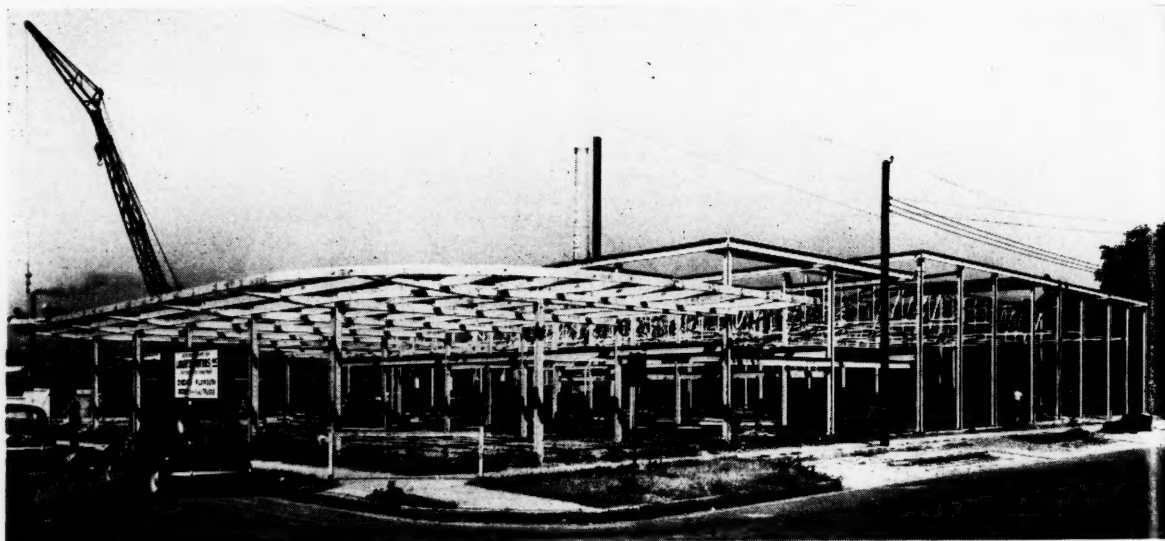
Nevertheless, the smashing victory headlines do put Wallace on first base, for he is now titular leader of a "party" which boasts 3 Members of the House, out of 439. That is approximately the total grass-roots strength of International Communism in the U. S. Without the volatile Palestine issue, however, American Communism still would be without majority appeal in any one Congressional District.

WASHINGTON BUSINESS BRIEFS

The February shakedown in the commodity markets definitely ended all prospect for extended price controls. . . . Government stock-piling took 140,000 tons of domestic zinc in the months August-December 1947; industry now reports excess of sales over production for the year was 108,000 tons. . . . Keep your eye on the British pound, which is headed for devaluation in line with ruble and franc if Marshall Plan funds are delayed beyond May 1. . . . It looks like rent controls may be lost in the legislative log jam. . . . Same for Civil Rights. . . . Most significant economic event in 1948 to date was appointment of hard-money McCabe to replace compensated economist Eccles as Chairman of the Federal Reserve Board. . . . Labor De-

partment's unofficial estimates that retail food prices now are down 10 to 12 per cent from December peaks have taken much wind out of CIO demands for third-round wage increases. . . . Federal Reserve Board and American Bankers Association are cooperating in a series of "pilot meetings" in all major cities to press for more conservative credit policies in all banks; many marginal enterprises, shoe-string jobbers, and commodity hoarders will find their credit resources sharply restricted. . . . Including civil service payrollers, veterans, social security pensioners, unemployed, retired military personnel, and retired railroaders, Uncle Sam now mails monthly remittance checks to more than 13,000,000 individuals.

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LITTLE GRAINS OF SAND

*"Little drops of water, little grains of sand,
Make the mighty ocean, and the pleasant land."*

Election Economics. In spite of recent commodity price trends, President Truman continues to give lip service to the belief that inflation is still the nation's number one problem. But while he is doing this how are we to construe the suggestion emanating from the Department of Agriculture that the government may increase its grain buying program for export, the hint from the Treasury Department of a postponement of the impending debt retirement which would tighten bank credits and encouragement to farmers from other government officials that they hold meat animals from the market for continuing high prices? Is the President sincere and being double-crossed by his associates? Or is this just another typical New Deal election year?

Bennett's Billions. Who can comprehend that enormous quantity—a billion? It must be broken up to be understandable. Congressman Bennett of Missouri has done just this in a very interesting way. He estimates that our contributions to Europe since the shooting war ended are 24 billion dollars and adding that to the request for 17 billion for the Marshall plan arrives at the total of 41 billion. On a per capita basis he then apportions this total to the various counties in his Congressional district. As one example of this apportionment he finds that Cedar County's share of the total expense is \$3,848,000 and knowing the fact that Cedar County's annual tax bill for all local purposes, schools, roads, bridges, court house and county government, etc., is only \$92,443 he is able to point out to the people of that county that for foreign relief they will be spending as much as they would spend on themselves in 41 years. People can understand such figures.

Hands Off. At the end of 1947, the railroads of the United States and one railroad in Canada were the only important privately owned and operated railroads in the world. As such they must be permitted to remain solvent and progressive in order to serve the public. If railroads do not, or can not meet their responsibilities to provide efficient, modern, speedy and safe transportation under private ownership while paying adequate wages and sufficient dividends and interest to continue to attract new capital the step to government ownership is an easy one. The usual procedure leading to socialization is for a government to throttle and penalize an industry, then to

criticize and discredit it, and finally to take it over as owner and operate it as manager. Prevention of such a course in this country in the case of the railroads is a matter that should concern all of us who believe in private enterprise.

Shortage Fading. Continued progress toward relief of the housing shortage by private builders and lending institutions, with the aid of the Federal Housing Administration, is indicated by a record volume of mortgage insurance applications covering new construction received in January by local FHA insuring offices, according to Commissioner Franklin D. Richards. New construction applications received during that month represented 79,028 dwelling units. This is a new monthly record which exceeds the previous record established last November by approximately 14,000. A considerable volume of this new residential construction is being built for rent.

Profits were 12 billion greater
in 1947 than in 1939.

Wages were 62 billion greater
in 1947 than in 1939.

Labor propagandists broadcast
the profits figure. It is time that
the wages increase was also publicized.

Steel Miscue. The steel industry's announcement of its recent raise in price of five dollars a ton on semi-finished products neglected to advise the public of the fact that only a small percentage of its semi-finished steel is being sold to non-integrated steel companies and that these sales amounted to less than four per cent of total steel shipments in 1947. It is hard to understand how any public relations counsel worthy of his salt (and surely the larger companies in the steel industry have such men) could have

permitted this move to be made without preparing the public mind for it. This woeful neglect of intelligent public presentation has resulted in a magnificent opportunity for demagogues and labor blatherskites to unfairly vilify a great basic industry.

Skeleton in the Closet. The ramifications of bureaucratic propaganda for socialized medicine have astounded the special sub-committee of Congress of which Forest A. Harness is a member. Mr. Harness says "We discovered that practically every argument, every pamphlet, every radio broadcast and every statistical table advocating socialized medicine originated primarily in the Social Security Board." He adds that these advocates of socialized medicine have sent missions to every country in the world—missions often staffed by men identified with fellow-traveller outfits avowedly sponsoring the Moscow party line in

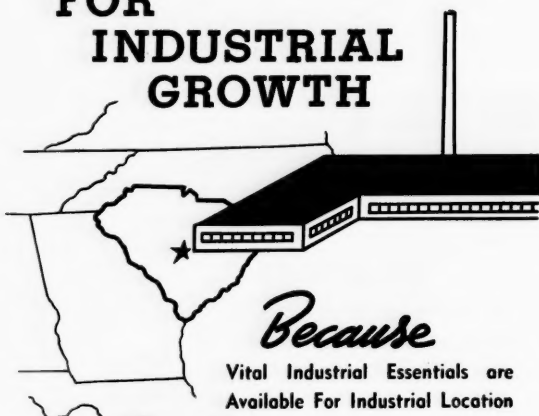
(Continued on page 28)

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COLUMBIA, S. C.

COLUMBIA
SOUTH CAROLINA

LITTLE GRAINS OF SAND

(Continued from page 27)

the United States. They have gone to Europe, to South America, to Japan, to New Zealand. They return and write reports which are scattered throughout this country by the millions—and costing millions.

History Warns. By way of reply to those who ridicule every proposal to reduce our Federal budget and say that human rights are far more important, Henry H. Heimann in his recently *Monthly Business Review* declares that the surest protection for human rights is a sound fiscal policy. He makes the point that spendthrift policies, unbalanced budgets and huge Federal deficits have done more to destroy human rights than any other peacetime factor. Our government has expended so much money for so many years that many people fail to realize the dangerous consequences of a \$40 billion budget, the chief of the National Credit Organization declares. Freedom has been rendered insecure in every nation that has continued on a bankruptcy-spending program. Pointing to the most current and acceptable figures which indicate that the combined Federal, State and local tax bill in this country now consumes nearly 30 per cent of our National income, Mr. Heimann says "history shows that no nation has ever been able to continuously use such a large part of its productive effort for government without losing its leadership, jeopardizing its standard of living and going into a marked decline.—If we are to keep our type and form of government and our way of life, we must economize."

Worse yet, as Senator Byrd of Virginia points out in an exclusive article on page 39 of this issue, if the present trend continues the Federal budget will grow to \$50 billion in the fiscal year 1950.

Rolling Gold. The nation's class I railroads spent approximately \$2,860,000,000 for equipment and improvements, fuel, materials, and supplies in 1947. Of this vast total, it is estimated that capital expenditures for new cars, locomotives, and improvements to roadways and structures amounted to \$900,000,000 according to the magazine, *Railway Purchases and Stores*. The expenditure of \$1,960,000,000 for merely keeping the railroads running and in making necessary repairs was 24.8 per cent above the total purchases of \$1,570,555,000 in 1946 for the same purposes. The expenditure of nearly \$900,000,000 for new equipment and modernization of existing facilities was more than 62 per cent above the actual expenditure of \$549,898,000 for these items in the preceding twelve months.

Wage Spirals. A general consumers' price decline cannot be expected to come in time to nullify the labor drive for a third round of wage increases though it is to be hoped that it may soften that drive. Labor leaders are basing union demands for increased wages,

(Continued on page 30)



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Then this remarkable prescription . . . *The South* . . . is just what the doctor ordered!

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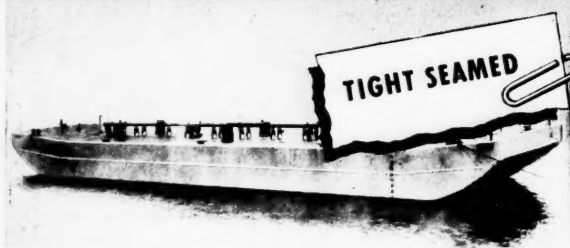
"Look Ahead—Look South!"

Ernest E. Harris
President



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Division of

THE INGALLS IRON WORKS CO.

Fabricating plants at Birmingham, North Birmingham, and Pascagoula, Mississippi

LITTLE GRAINS OF SAND

(Continued from page 28)

more than heretofore, on the cost of living argument. They make much of the fact that over the past year the cost of living has advanced by a little more than the gain in average industrial wages. But the National Industrial Conference Board, using data of the Bureau of Labor Statistics, points out that wages in the manufacturing industries, in November of last year, had increased by more than 113 per cent since 1939, a rise that is almost double the 66 per cent advance in the cost of living during the same period.

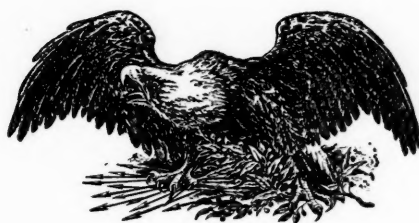
Build-up Needed. According to Public Roads Administration studies, large mileages of roads must be replaced annually if they are to remain in public service. Maintenance and traffic records indicate that within ten years 46 per cent of all high type surfaces, 72 per cent of all intermediate surfaces and 100 per cent of low type surfaces must be repaired, rebuilt or improved. The need for a new construction program of 40,000 miles a year including rural and urban projects is indicated by these percentages.

Rail Luxury. The Westinghouse Electric Corporation has developed a railroad car heating system that operates as a single car unit independent of the locomotive. All of the equipment in the car will be powered by its own alternating power plant. This will provide air that is heated in winter, cooled and dehumidified in warm weather and electrostatically cleaned of smoke and dust for the entire year. Passengers will drink water cooled by an electrically operated system and will read by non-flickering fluorescent lights.

Odious Comparison. For every dollar the average American taxpayer pays to his State government, he pays about seven dollars to support the federal operation. This ratio varies with each state but in every case the taxpayer's pro-rata share of the federal burden exceeds greatly the cost of the state's own government.

The United States Chamber of Commerce provided the following figures for the 16 Southern States.

	Cost of Fed. Govt.	Cost of State Govt.	Fed. Exceed State by (Times)
	(In Millions)		
Alabama	\$282	\$85	3 $\frac{1}{2}$
Arkansas	127	66	2
Florida	460	122	3 $\frac{3}{4}$
Georgia	444	99	4 $\frac{1}{2}$
Kentucky	329	83	4
Louisiana	329	128	2 $\frac{1}{2}$
Maryland	543	66	8 $\frac{1}{4}$
Mississippi	115	65	1 $\frac{3}{4}$
Missouri	1,119	121	9 $\frac{1}{4}$
North Carolina	520	177	3
Oklahoma	290	119	2 $\frac{1}{2}$
South Carolina	218	73	3
Tennessee	389	79	5
Texas	1,214	228	5 $\frac{1}{4}$
Virginia	488	96	5
West Virginia	226	73	3



"What Enriches the South Enriches the Nation"

Leveling Down

EVERY thinking man desires freedom to live according to the guidance of his own personality and at the same time to gain as much future security for himself and other objects of his affection as is mortally possible. These two desires are mutually complementary as long as an individual strives to promote each of them for himself. They become incompatible only when, and to such extent as, the individual expects security to be furnished him by an organized society of which he is a tiny microphyte. In this case, the degree of his freedom diminishes in ratio as the degree of the illusion of his social security is intensified. He cannot have his cake and eat it too.

These few paragraphs are not concerned with the task of proving philosophically that individual freedom is more desirable than social security. They are being written to prove that our false prophets are nudging us towards the chimera of social security without pointing out to us what it will be like when we reach that "promised land."

History is strewn with the corpses of promised Utopias, lands of milk and honey, of free bread and circuses. But we need not look at history nor at the horrible picture of modern Russia and its neophytes for examples of social security, which, after all, is nothing but a candy-coated name for socialism. Our English cousins are suffering from this malignant political ailment.

After World War I, England began taxing her British subjects (note the word well) to the point where she not only throttled her industrial develop-

ment and modernization for lack of venture capital, but even prevented repair and maintenance of her then existing production machine.

England after 1918, and in many industries prior to that date, permitted monopolistic labor unions to dominate and dictate to these industries. The national harm thus done is well illustrated by Britain's coal industry, where an English miner produces less than 20% of the coal mined by an American miner working with modern machinery that is not only union forbidden in England but could not have been financed even with union consent.

Now, England has government ownership of many of its industries; it has rationing and price controls, housing and rent regulations; social insurance, profit and wage controls; even labor registration and determination; and socialized medicine if it can force its doctors to practice. It has all of these—and one thing more. Because there are not enough essentials to go around, it has poverty. England is face to face with national bankruptcy because its subjects would rather take it easy than work and because it does not have sufficient capital (public or private) to supply them with modern tools.

We, in America, are being persuaded to place our feet on this same broad highway of ease that leads to national oblivion. If we want to know where it can lead a liberty loving people in thirty years' time, present-day England furnishes the picture. Social security? Yes, if social security means a pittance for all and satisfaction and self respect for none. Do you call this security?



Taft-Hartley Law

"Congress will not tolerate strikes endangering public safety"

Rep. Fred A. Hartley

ANY talk that the Taft-Hartley Labor Law may be emasculated or repealed is just plain hokum!

With those words, Congressman Fred A. Hartley, representative from New Jersey and co-author with Senator Robert A. Taft of the now famous labor act, paused, reflected for a moment on this thought, then continued:

"The law still needs additional legislation; it's not perfect. But in the first few months since the law was passed, it has been effective. In my judgment it will continue to be in the future. There will probably be scattered demands for moderate wage increases and there may be a mild labor flare-up. But I do not look for a widespread round of strikes this year.

"For one thing," Mr. Hartley explained, "the recent market dip will probably take some of the wind out of labor's sails."

An important aspect, he continued, is the increasingly favorable acceptance of the law by the laborer, despite vehement villification of the act and its authors by practically all labor leaders. Part of this has been due to the workers' realization that the law has by no means harmed their position. While some have condemned the overall law, its specific provisions have found definite favor. The system for checking off of union dues provided by the Taft-Hartley Law was for the benefit of employees. No protest of this has come from working groups who must now give their consent before dues can be automati-

cally deducted from individual pay envelopes.

However, one threat to labor-management tranquillity in 1948 rears up in the person of John L. Lewis, bush-browed leader of the United Mine Workers.

"Lewis would be foolish to pull a strike this year," said Mr. Hartley. "For one thing, such action would be bad from a political standpoint, but when dealing with a man of Lewis' temperament, the situation might conceivably arise. Coal mine operators made a grave mistake in conceding to Lewis' contract containing the 'Able and Willing' clause. With this clause, the UMW leader can call for a work stoppage, yet the action cannot be called a strike. I was disgusted by this agreement, still I do not believe that Lewis will use this advantage. But if he does, and in so doing endangers public safety, then John L. Lewis will face swift court action."

In writing the law, Mr. Hartley pointed out, the two chief objectives had been to provide a means of abolishing labor monopoly and to insure the protection of both labor and management in the equitable settlement of labor disputes.

No less important, a third objective of the law was to put an end to strikes threatening the public safety. The act doesn't completely do this, Mr. Hartley explained. To make this complete, Lewis must be contained.

(Continued on page 36)

William L. Green
President

American Federation of Labor

*(In answer to direct query
from the Record)*

"The Taft-Hartley law has upset cooperative labor-management relations in a number of industries. This is true of the printing industry where friendly, peaceful and uninterrupted cooperative labor-management relationships have extended for almost a century. Now because of the law, this cooperation has been broken up and bitterness, hatred and strife have taken its place. Labor will never become reconciled to the Taft-Hartley Law. We shall concentrate our efforts toward bringing about its repeal."

Will Stand The Test

"There is no need for immediate amendment of the law"



Senator Robert A. Taft

THERE is no need for immediate amendment of the Taft-Hartley Labor Law. Upon this firm statement, Senator Robert A. Taft, co-author of the nation's most controversial statute of recent years, re-affirmed his steadfast belief in the benefits of the law for both labor and management.

"Some indication of what we considered might be subjects for future legislation is given by reference to those subjects assigned to the study committee for research," the Senator continued.

"Among other subjects, consideration of welfare funds, industry-wide bargaining, and contracts requiring membership in unions as a condition of employment, occupy a high place on the agenda of the study committee."

When asked if he considered the Taft-Hartley Act to be adequate in its present form, Mr. Taft replied that any judgment of the law's strength would have to be made upon the basis of its effectiveness to date. He said:

"The act is adequate insofar as any problems which have arisen up to this time. However, labor-management relations, because of their fluid nature, often create problems and situations tomorrow which cannot be anticipated today.

"The greatest mistake of the sponsors of the Wagner Act was their insistence that the law was a sacred document which could not be touched. Every year after its passage widespread abuses

demonstrated a need for amendment, but all efforts to do so were successfully fought down either by the Democratic Congress or by a veto of a Democratic president.

"Sponsors of the Labor-Management Relations Act of 1947 anticipated that amendments would eventually be necessary and for that reason created a study committee within the statute itself to advise and recommend amendments to Congress when the need for such became apparent."

With the nation still wondering if there will be another series of serious strikes such as endangered the public safety during 1947, one pertinent question facing Congress—and the framers of the labor law—was whether or not there are likely to be any critical tests of the law in the courts this year. In back of most minds is the presence of John L. Lewis and what his UMA might do in the face of regulations under the Taft-Hartley act.

To this supposition, Mr. Taft answered:

"There are already a number of cases involving the application of the new law pending in various courts, and many of the cases now being considered by the National Labor Relations Board will ultimately be determined by court decision.

"Of particular interest is the case in the Federal District Court in Washington, D. C., wherein the National Maritime Union has challenged the con-

(Continued on page 36)

John L. Lewis

President

United Mine Workers

*(From an address to
The American Federation of Labor)*

The Taft-Hartley Law "creates an inferior class of citizens, an inferior category and a debased position politically for all who toil by hand or brain for their daily subsistence . . . the act was passed to oppress labor and to make difficult its current enterprises for collective bargaining . . . if we have courage to stand together, we are strong enough to protect our membership, our unions and our country from the detrimental effects of this most despicable act . . . divided we fall."

Rep. Hartley

(Continued from page 34)

"In framing the bill," Mr. Hartley continued, "we had to take everything we could get even though some phases weren't as strong as they might have been. The important thing is that the act is an omnibus bill rather than a piecemeal attempt to deal with the separate components of the labor situation by passing individual laws."

In their heated criticisms of the law, he said, labor leaders had gone to such extremes that there was no room left for graceful retraction even though labor thus far has had no cause for strong objection to the bill.

"This was borne out on December 16. At that time an invitation was issued to all persons and parties having grievances against the bill. They were extended the opportunity to come in and air their objections before a joint committee set up to determine just how well the law was working. But to this date no word has been received from anyone—union or otherwise—wishing to charge a specific grievance. That seems to speak for itself."

Mr. Hartley recalled that labor leaders had at first despaired at the provisions of the law requiring union officials to file affidavits stating they were neither communists nor fellow travellers. But that provision, he declared, was welded together specifically for the benefit of workers, to show them just how bad labor leadership was in certain instances. The effect has already been felt. In one instance, the CIO Electrical Workers' Union walked out on their alleged communist leadership.

It was over this provision of the law, continued Mr. Hartley, that brought about the abrupt "We

(Continued on page 58)

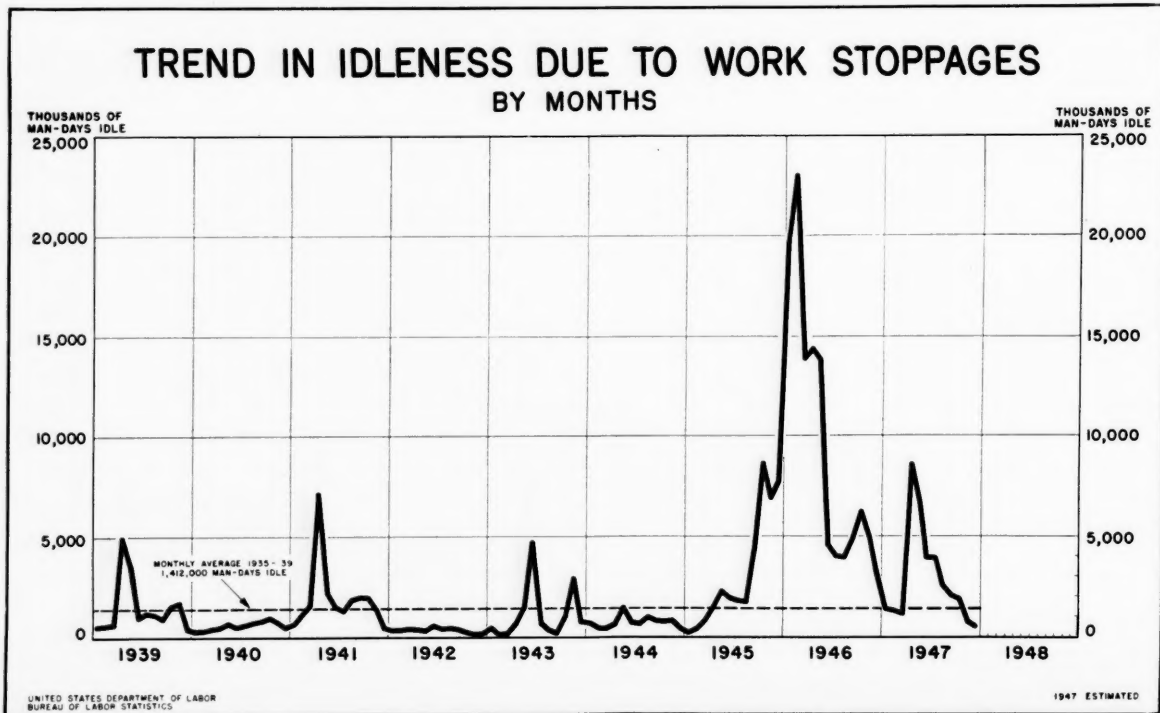
Senator Taft

(Continued from page 35)

stitutionality of the non-Communist affidavit provisions of the Act. (Before a union can petition the government for bargaining procedure, the law requires that union officials file affidavits stating that they are neither Communists nor fellow travellers. John L. Lewis and other labor leaders have roared defiance of this provision.) Another case of interest is the indictment of the CIO and its President, Philip Murray, alleging a violation of the prohibition against political expenditures by a labor organization. (To test this provision of the law, CIO chief Murray published a front page editorial in a union publication, supporting a candidate in a Maryland election. Some authorities including Attorney-General Clark believe this provision of the bill may be a restriction of freedom of speech and of the press and will be found as such by the federal courts.)

"Still another case involves the request of the Foremen's Association of America for a review in the Supreme Court of a decision of the United States Circuit Court of Appeals at Cincinnati in which that labor organization questions the constitutionality of the provisions denying the benefits of the Act to supervisory employees. And there are several cases pending wherein the constitutionality of the injunction procedures provided for in those sections prohibiting secondary boycotts and jurisdictional strikes is questioned."

For the Taft-Hartley law to provide the full benefits for both labor and management as intended by the authors of the act, Mr. Taft stressed the need for cooperation on the part of both labor and management.



79 Per Cent of Southern Executives Believe Taft-Hartley Law Will Work IF—

THREE out of every four Southern manufacturers and executives believe that the Taft-Hartley Labor Law will work. But of this number, one in every three qualify their belief, contending that the law can be effective only if new and more aggressive legislation is enacted.

This status of Southern thinking was revealed in the recent poll conducted by MANUFACTURERS RECORD, aimed at establishing an up-to-the-minute measurement of opinion on this highly controversial issue: Will the Taft-Hartley Law be effective in avoiding serious work stoppages in the event of aggressive union campaigns for third round wage increases?

Of the Southern industrialists polled, 79 per cent answered affirmatively; 19 per cent voted "no", while 2 per cent were undecided on the issue. But in practically all returns—both yes and no replies—strong emphasis was placed on the necessity for strict and unwavering enforcement of the law if it is to have a chance to achieve its intended goal.

The poll generally revealed that even among those who voted differently about the probable chances of the law to attain future success, there was, nevertheless, in many instances significant agreement on revision.

Among the 79 per cent answering yes, more than 25 per cent, however, listed additional recommendations which they felt must be added if the law is to be fully effective. Likewise, of the 19 per cent who did not believe the law would function properly, more than 86 per cent of that number gave explicit reasons for what they believed would be barriers to the full success of the act.

Among those who voted "Yes, but . . .", 30 per cent believed that the law would be adequate only if given a more courageous and honest enforcement, shorn of political influence and free of administrative interference. Replies here ranged from a terse: "Less Politics," to one studied answer which said: "To really work, the law must be strictly administered by competent officials who have the guts to enforce the letter and the spirit of the law. Government influence must be completely removed and there must be a conscientious administration backing the law."

About 15 per cent, while believing the law would work, expressed skepticism, indicating by their answers that the law contained loopholes that needed to be plugged by additional and more stringent legislation. Replies here were summed up by one answer which stated: "The law to work, needs more sharp teeth and more restrictive legislation against the boss labor racketeer."

The need for immediate clarification of the act was expressed by 3 per cent who, though voting yes, felt that the law would not be fully effective until its provisions and benefits were explained to the public and labor by a thorough educational program.

Of those voting in favor of the act, 3 per cent held the opinion that for the law to work, labor must have a need and a desire to work and that the act should specifically guarantee every man's right to work as he sees fit.

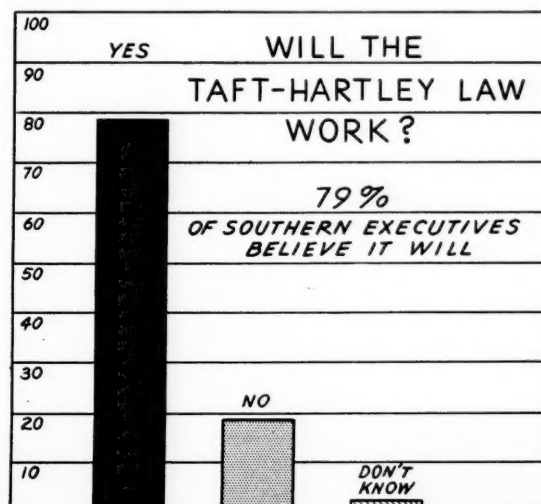
For 2 per cent, this law, if it is to be successful, must eventually make mandatory the incorporation of all unions, thereby holding them responsible—as management always has been—under such statutes as the Sherman Anti-Trust Law.

Removal of labor extremists was voiced by 2 per cent as being absolutely essential to the law's effectiveness. Said one answer: "Level-headed rank and file of unions must oust official extremists who are combating this statute." An additional 2 per cent stressed the need for responsible cooperation from labor.

Two per cent who voted affirmatively saw a threat to the law unless the provision banning the closed shop was strengthened to the point where labor could no longer circumvent the provision by devious methods now in practice.

For another 2 per cent, the greatest threat to the law was administrative "incitement." Reflecting a lack of confidence in the law's political guidance

(Continued on page 58)



PRODUCTION

Cost Accounting Facts And Fantasies -- III

by
Paul T. Norton, Jr.

Associate Editor

This is the third article in a series devoted principally to a discussion of incorrect decisions which are often made merely because top management receives a wrong impression from cost accounting figures. The first two articles, published in our January and February issues, included a number of actual cases where incorrect decisions were made because the person making the decision failed to realize that even the best cost accounting figures are apt to be valid only for the specific purpose for which the cost accounting system was constructed.

The principal object of this article is to describe several of the more important methods used in distributing indirect overhead expense, and to make a few general comments on each of these methods. The final article in this series, to be published in our April issue, will include a discussion of several ingenious methods which have been used by certain manufacturers in an effort to obtain cost accounting figures that were both accurate enough to serve the desired purpose and also were obtainable at reasonable expense in the cost accounting department itself.

Indirect Overhead Expense

As used in this series of articles, the word cost is purposely limited to what is generally called manufacturing cost or factory cost. This is the sum of three parts, which are generally called direct material, direct labor, and indirect overhead expense. (The last named is often abbreviated to a single word, such as overhead or expense; or some other single word such as burden, may be used.) As pointed out in the article published last month, the actual values for both direct material and direct labor costs are sometimes quite different from the values for such costs which are shown by the cost accounting records, but, in general, there is no great difficulty in determining these two costs with any degree of accuracy that conditions may warrant. The real problem is how we can best determine the amount of indirect overhead expense which should be charged to the cost of a product, process, or operation.

When attacking this problem, it should be remembered that it is never possible to calculate indirect overhead expense with complete accuracy. The aim should be to find a method which is accurate enough for the particular purpose and which requires the minimum of cost in the cost accounting department itself.

The problem is really in two parts. The first is to find the total indirect overhead expense, and the second is to distribute this total indirect overhead expense among the various products, processes, or operations. Each part of the problem is as important as the other but, for various reasons, this article will be devoted mostly to the problem of distribution of indirect overhead expense.

Our entire financial, cost, and profit system is based on the assumption that

we can determine costs and profits for certain periods of time, the basic period being the calendar or fiscal year. For accounting purposes it is important that expenditures be allocated to the proper periods and, in such matters as depreciation, be distributed properly among various periods. Where such things as depreciation represent a large part of total indirect overhead expense, it is obvious that it is very difficult to determine with reasonable accuracy even the total indirect overhead expense for a given period.

The financial columns of our newspapers and magazines and the statements of our industrial leaders contain many references to the great present importance of this particular problem. Unfortunately, far too many industrial managers, engineers, and accountants fail to realize the fundamental indeterminateness of these parts of the cost accounting problem and, for that reason, they are apt to suggest remedies which do not reach the roots of the problem.

One rarely finds complete recognition

of the fact that it is never possible to calculate accurately the financial results for a single year, taken separately, nor to calculate accurately many of the items of cost which are allocated to a particular year.

Distribution of Expense

There are many methods in common use for the distribution of indirect overhead expense. For the purposes of this article, it will be sufficient to describe and discuss only four of these methods, namely, distribution by:

1. Direct material.
2. Direct labor.
3. Man hours.
4. Machine rate.

For convenience in comparing costs calculated by these four methods of distribution, the following assumptions will be made with regard to total costs in a certain factory for one month:

1. Total direct material—\$20,000.
2. Total direct labor—\$30,000.
3. Total man hours—\$25,000.
4. Total indirect overhead expense—\$45,000.

In addition, we shall assume that the machine rate is \$2.00 per hour for May. (Continued on page 66)

TABLE I

	Product Y	Product Z
Direct material	\$0.60	\$1.00
Direct labor	0.50	0.16
Indirect overhead expense	1.35	2.25
Manufacturing cost	\$2.45	\$3.41

TABLE II

	Product Y	Product Z
Direct material	\$0.60	\$1.00
Direct labor	0.50	0.16
Indirect overhead expense	0.75	0.24
Manufacturing cost	\$1.85	\$1.40

TABLE III

	Product Y	Product Z
Direct material	\$0.60	\$1.00
Direct labor	0.50	0.16
Indirect overhead expense	0.90	0.36
Manufacturing cost	\$2.00	\$1.52

TABLE IV

	Product Y	Product Z
Direct material	\$0.60	\$1.00
Direct labor	0.50	0.16
Indirect overhead expense	1.00	0.60
Manufacturing cost	\$2.10	\$1.76

TABLE V

	Product Y	Product Z
Distribution by		
Direct material	\$2.45	\$3.41
Direct labor	1.85	1.40
Man hours	2.00	1.52
Machine rate	2.10	1.76

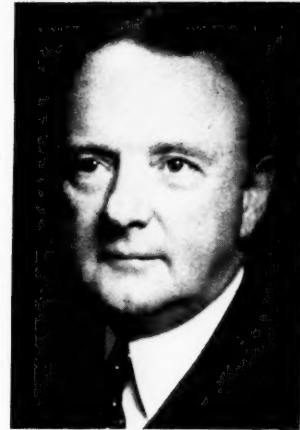
The Federal Budget

50 Billion In Fiscal '50?

Federal spending, involving long-term foreign and domestic plans, is leading to budget requirements seriously out of step with the nation's income.

By
Harry F. Byrd

United States Senator From Virginia



Harry F. Byrd

If, with one eye on the budget now before Congress, you have noted recent headlines indicating future demands on the federal treasury you have a memorandum on things to come which, in my opinion, may be more realistic than fantastic.

You would have noted such headlines as those paraphrased in the following categories:

National Defense—

1. Eisenhower urges provision for total mobilization in time of war; building up world intelligence system; universal military training; increase in regular army, reserve and National Guard forces, along with Air Force; Navy sufficient to control world's oceans; and concentration on designing and producing new equipment for army which can be transported by air.
2. U. S. Trails Reds in Adapting Schnorkel Subs.
3. Taft Urges Extension of Reserve Officers Training Program.

Overseas Bases—

1. Bevin for 50-50 partnership with U. S. on obligations in Pacific, Atlantic, Western and Mediterranean Europe, and Middle East.
2. Outlying bases for defense of Panama Canal stressed by Air Secretary Symington.
3. House Group Urges U. S. Build Iran Army, and Obtain Air Supremacy in East.
4. Taft Calls for World Supremacy by U. S.

Foreign Aid—

1. 5.3 Billions for First 12 Months of 4¼-year ERP.
2. Truman to ask Additional Money for Greece and Turkey.
3. China Aid of 570 Million Dollars Requested.
4. Occupied Area Funds Requested for Army.
5. General Van Fleet Commands American Navy, Army, and Air Forces Attached to U. S. Mission in Greece.
6. Government's Support of United Nations in Dealing with Palestine Issue Reaffirmed.

Domestic—

1. President Asks Extension of Roads Program.
2. Ex-GI Students Get Increases.
3. Civil Service Retirement Raised.
4. Senate Committee Approves Federal Pay Raise.

Things To Come

It is true that at the moment many of these are only headlines in the news. But, several of them are already accomplished facts. Others are currently moving through the legislative processes. It is safe to wager that virtually all of them will be receiving budget consideration by Congress at this time next year.

It is notable that nearly all of them are not merely annual or short term programs. They constitute, for the most part, long term commitments. Once we enter into them the Government of the United States will be morally bound, at least, to see them through.

Exclusive of National Defense, and exclusive of Foreign Aid and Assistance; and exclusive of payrolls and other ordinary costs of the Federal Government, long term commitments for expenditure during the fiscal year 1950, beginning July 1, 1949, can be calculated conservatively as follows:

Public Works,	not less than	\$2,250,000,000
Grants-in-Aid and Shared Revenue Programs,	not less than	2,000,000,000
Veterans Pensions, Compensation, Readjustment, Hospitalization, etc. . .		5,000,000,000
Federal Contributions to Civilian Employee Retirement Funds		1,000,000,000
Interest on the Public Debt		5,000,000,000
Refunds, not less than		1,500,000,000
Research and Atomic Energy Contracts ..		250,000,000

Total Domestic Civilian Commitments \$17,000,000,000
No matter what kind of bookkeeping

juggling acts may be undertaken it is safe to estimate that approximately 7 billion dollars will be expended from the Treasury of the United States for foreign aid and affairs during the so-called fiscal year 1949 which begins July 1, this year.

In addition to Occupied Area Programs, Greek-Turk commitments, Philippine rehabilitation, United Nations, Bretton Woods and other foreign requirements which are commitments that will be continuing, we shall have started the new European Relief Program, China Relief, etc., by July 1, 1949. If our foreign commitments are 7 billion dollars for the coming year, there is no reason to expect them to be less in fiscal year 1950.

\$24 Billion

Thus our long term foreign and domestic commitments, exclusive of National Defense and ordinary costs of government, will total 24 billion dollars in 1950.

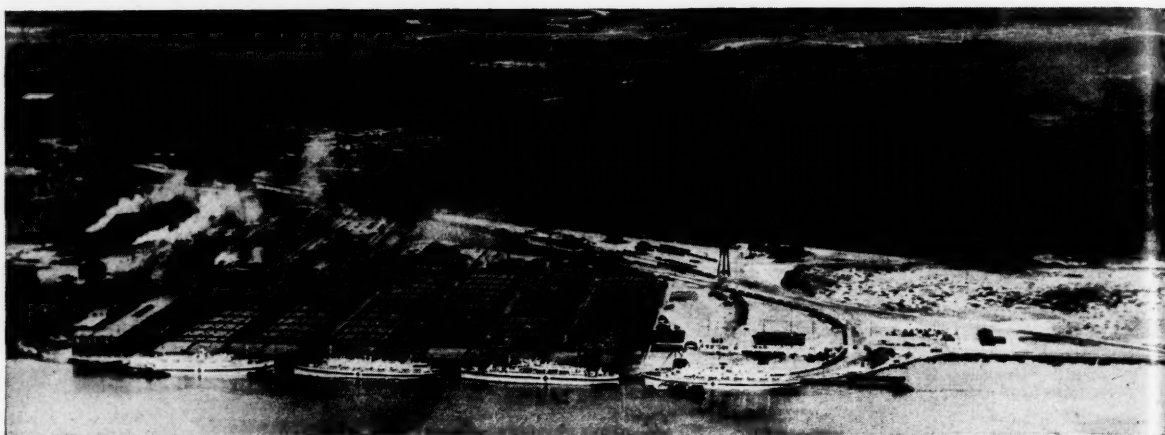
Expenditures by the Services in the National Defense Establishment during the year beginning July 1 this year, are now estimated at approximately 12 billion dollars. This is 4 billion dollars less than the military commanders originally requested for the year, and there is reason to expect that actual expenditures for the military during the year may be as close to 15 billion dollars as they are to 12 billion.

If our national policy leads us into the expansion and new programs indicated by current headlines—especially if we adopt Universal Military Training—it is not unreasonable to anticipate National Defense expenditures in fiscal year 1950 to reach 20 billion dollars.

Thus the 1950 cost of our long term foreign and domestic commitments, and our military and national defense requirements would total 44 billion dollars.

The civilian payroll, exclusive of non-military employees of the National Defense Establishment, in fiscal year 1949, is estimated at three-and-a-half billion dollars at present rates. It certainly will be no less in the year following due to probable expansion paralleling the foreign programs, and the possibility of pay increases.

(Continued on page 59)



The \$20,000,000 North Charleston terminals were a great shipping point for men and supplies during the war.

The Port Of Charleston

"Almost deserted of shipping" one year ago, Carolina port rebuilt and revitalized now loading ships for all parts of the world

THE South's great postwar industrial modernization and expansion program, carrying considerable emphasis on the promotion of world trade, is being dramatically mirrored these days in the port of Charleston.

Cargoes of textiles, machinery, lumber, tobacco, cotton, coal, pulpboard, paper and other commodities are moving

across Charleston's docks in increasing volume—but they represent more than a gain in traffic. Fundamentally, they mark the awakening of an entire state to the realization that the future of the region's factories, forests and farms is inextricably linked to ocean commerce.

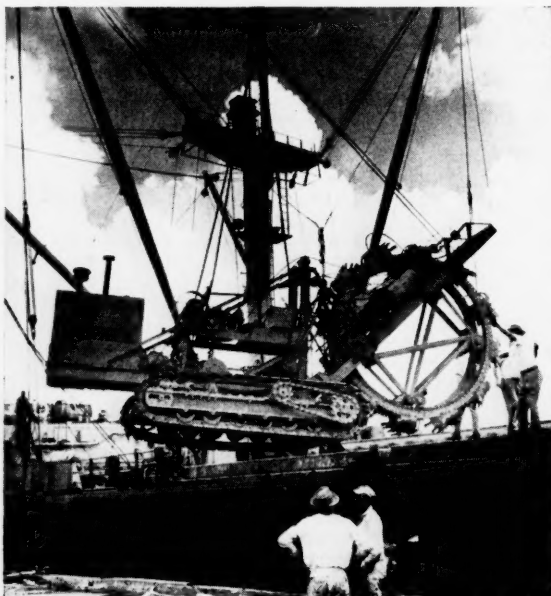
That awakening, although only recently evident, came in 1942, when the

Legislature created the South Carolina State Ports Authority, financed it and empowered it to maintain, operate and develop the state's three ports—Charleston, Beaufort and Georgetown.

During the war, the Authority worked hand in glove with the federal government in using the port system for movement of men and supplies overseas and for other military purposes. Simultaneously, the state agency set up a traffic bureau, surveyed prospective shippers and receivers, and drafted ambitious plans for peacetime commercial operation and expansion.

Facilities Acquired

After V-J Day, the five-member Authority set about acquiring public shipping facilities in Charleston, the state's principal port. First negotiations were aimed at taking over the North Charleston terminals, which the Army had restored from a deteriorated waterfront



Machinery consigned to Puerto Rica is loaded at North Charleston terminals. Movement of such cargo has increased greatly during the past year.



Port officials: from left, M. A. Pearlstine, H. A. Danner, treas.; C. P. Means, vice chairman; A. St. J. Simons, chairman; H. L. Smith, se'cy.; R. McC. Figg, gen. counsel.

property into the Charleston Port of Embarkation, one of the finest deepwater facilities along the Atlantic Coast.

In December, 1945, the Authority was granted temporary federal permits to operate the terminals, which front on a 700-foot wide, 35-foot deep channel on the Cooper River, above Charleston proper. On February 3, 1947, President Truman signed over the properties to the City of Charleston as surplus to Federal needs and two days later, as agreed, the city deeded them to the state with the cooperation of the West Virginia Pulp & Paper Company, lease holders.

The result was to give South Carolina, without cost, a \$20,000,000 port establishment including a 40-foot wide, quay-type concrete pier with a 2,000-foot berthing front a quarter-million square feet of shipside headhouse space; more than 750,000 square feet of concrete-floored, sprinkler-protected warehouses, divided into 16,000-square foot sections, with both rail and truck delivery platforms; a 300-car rail classification yard; and the latest in cargo handling equipment.

Five weeks later, the City of Charleston turned over to the Authority, without charge, more than two million dollars worth of additional waterfront facilities—three piers, warehouses, office buildings and a 13-mile switching railroad.

Port Activity Increases

Thus, in 1947, for the first time, the Authority was able to function on the broad scale which the state had envisioned. At the beginning of 1947, not a single steamship line operated regular service out of Charleston. Twelve months later, a dozen lines were providing regular sailings to and from the port in coast-wise, intercoastal and foreign trade. The Waterman Steamship Corporation, largest privately-owned U. S. ship operators, opened central offices in Charleston for South Atlantic operations. New steamship agents and freight forwarders established offices.

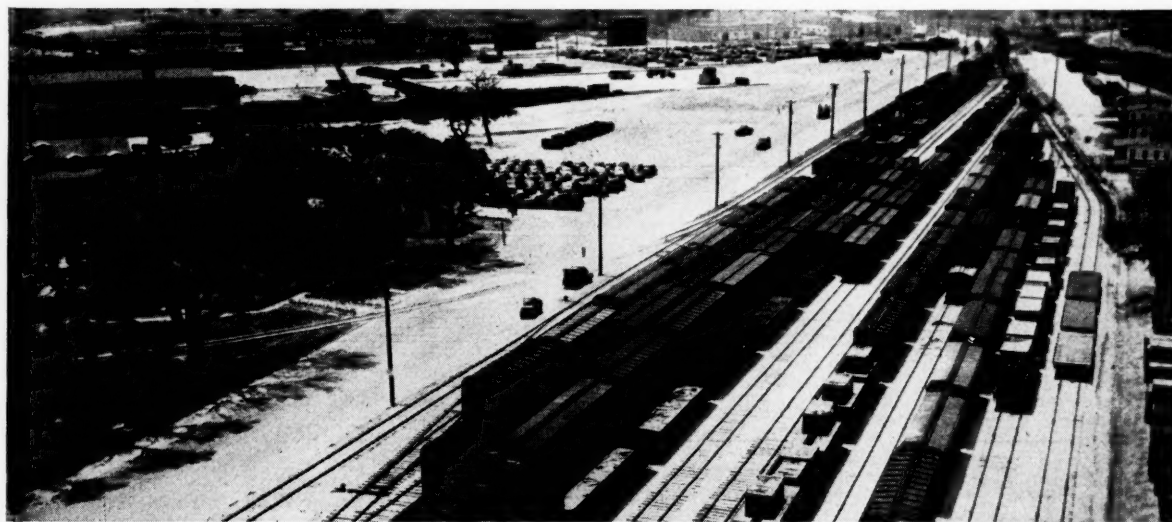
(Continued on page 62)



Coal being loaded onto ship by Southern Railway's coal tippie on Cooper River. * Tippie is the only one on the Atlantic Coast south of Newport News.

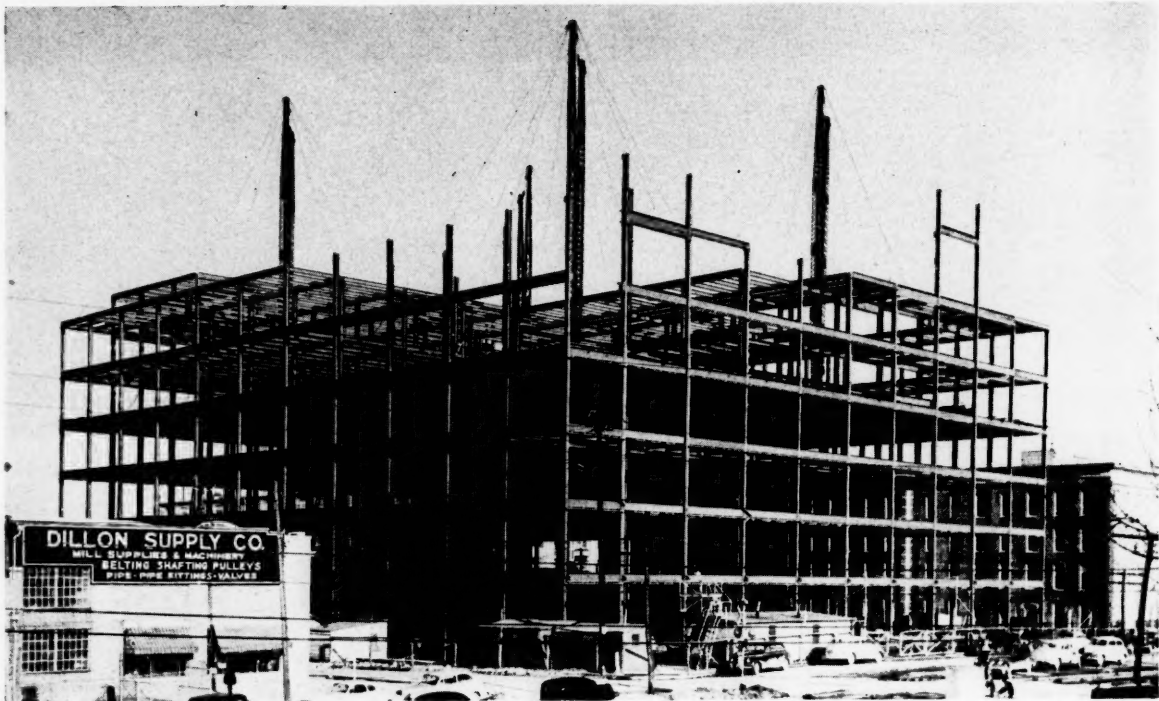


"Crossroads" for bananas at the Southern Railway's pier. There they are shifted to other conveyors and carried to waiting refrigerator cars.



Three hundred car rail classification yard. All warehouses are served by both rail and truck loading platforms.

CONSTRUCTION



Steel is being erected at the new Durham, N. C. plant of the Liggett & Myers Tobacco Co. where Chesterfield cigarettes will be manufactured. The plant will encompass 350,000 square feet of floor space.

South's Construction Value Tops \$220 Million For February

SOUTHERN Construction registered a substantial gain in February.

Passing the January valuation by almost twenty-seven per cent, the \$220,569,000 figure is the largest for the second month since 1942. It is more than fifty-nine per cent above the total recorded in the comparable month of last year.

Value of contracts awarded during the

first two months of 1948 is \$394,660,000, or fifty-seven per cent above the total recorded in the comparable period of 1947. As was the February figure, the two-month aggregate is the greatest for such a period since 1942, the all-time peak of southern construction.

Third highest monthly total in post-war construction value, the February total

shows a decided upward trend, much of which is attributed to strongly increased private building and engineering construction, as well as a smaller rise in industrial construction.

Private building in February was \$52,314,000, as compared with the \$32,821,000 of the preceding month. Engineering construction, where the largest gain was made, totaled \$44,069,000 in February, \$20,551,000 in January. Industrial construction rose more than five million dollars to \$30,581,000.

Highway and bridge projects, as reported in the DAILY CONSTRUCTION BULLETIN, totaled \$32,606,000 in February. Such work was steady when compared with awards in the month immediately preceding and more than two and one-half times the value placed on southern highway and bridge awards in the comparable month of last year.

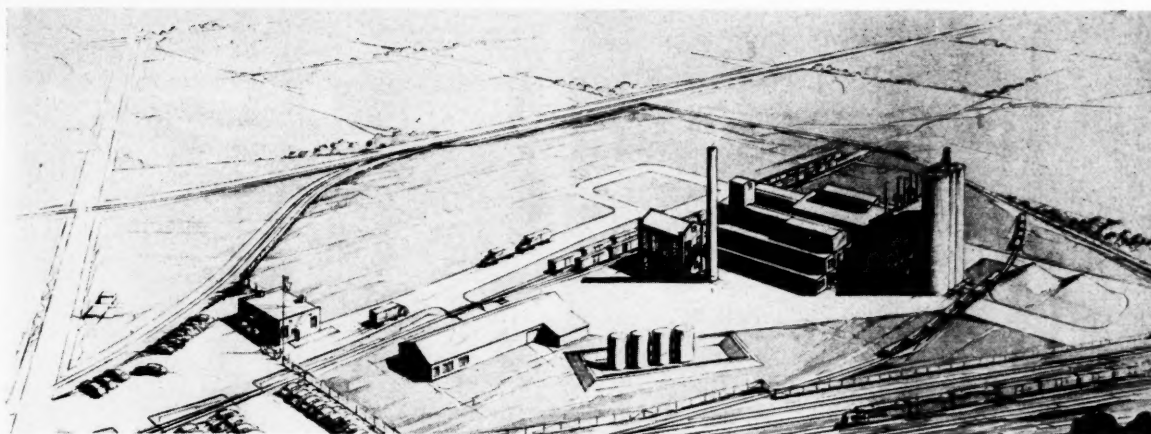
The statistical picture for the elapsed months of 1948 is the most favorable in the last decade, with exception of the peak boom of 1942. Awards have been steady and the totals for two months have been substantial, with much of the increase in privately financed work.

The current private building total amounts to \$85,135,000. For the first two months of last year, the figure was less than one-half that, or \$40,561,000. Public building also is up. The total for the January-February period of 1948 is \$124,299,000; for the first two months of 1947, \$30,547,000.

Highway and heavy engineering awards are well up. The total for highways and bridges in the South now stands at \$64-



Eighty percent finished, the lamp plant of Westinghouse Electric Corp., at Little Rock is L-shaped, will contain 150,000 square feet of floor space.



New plant of the American Rock Wool Co. at Birmingham will involve extensive remodeling of existing buildings, calling in one case for 300 cubic yards of reinforced concrete for tank foundations.

624,000 for two months. Last year at this time, the figure amounted to \$34,925,000. Engineering awards are now \$64,624,000, or about the same level as the highway awards. The first two months of 1947 saw such work valued at \$37,572,000.

Industrial construction, when viewed from the two-month statistical position, has dropped. During the first months of this year the valuation placed on industrial contracts was \$55,982,000. In the same period of 1947, the value was set at \$107,070,000.

Constructors have been beset by many problems, chief among which are the materials and labor situation. In some quarters, conditions were expected to settle within the next six months. However, this may be changed by the recent increase in steel prices and threatened rise in labor costs.

The view of the country's largest group of contractors was that stabilization was on the way. This was expressed last month by Dwight W. Winkelman, president of the Associated General Contractors of America, who said, "there is much hope that the time is fast approaching when construction costs will become stabilized."

The bright spot in the labor situation is the formation of a national joint board for the settlement of jurisdictional disputes in the building and construction industry. Ratification of the plan has just been effected by the national contractors body, as well as by seven national organizations of specialty contractors.

Action on this bid for peace between unions is expected to soon be taken by the building and construction trades department of the American Federation of Labor. The position of labor on the subject was indicated by the fact that the head of that department appeared before the recent convention of the Associated General Contractors.

A plan has been drafted by the labor organizations, according to their president, to permit "orderly adjustment of jurisdictional disputes in the light of these negotiations," referring to negotiations with employer organizations.

"The plan is simple," he said. "It is designed to provide for a final and authoritative disposition of jurisdictional disputes in the industry. It makes possible direct settlement of disputes as soon as they arise and encourages their prompt disposition. If not settled by agreement of

the parties involved within ten days, the dispute is to be submitted to a National Joint Board for the Settlement of Jurisdictional Disputes," pointing out that it is so drafted "as to preclude any possibility of violation of the Labor-Management Relations Act."

SOUTH'S CONSTRUCTION BY STATES

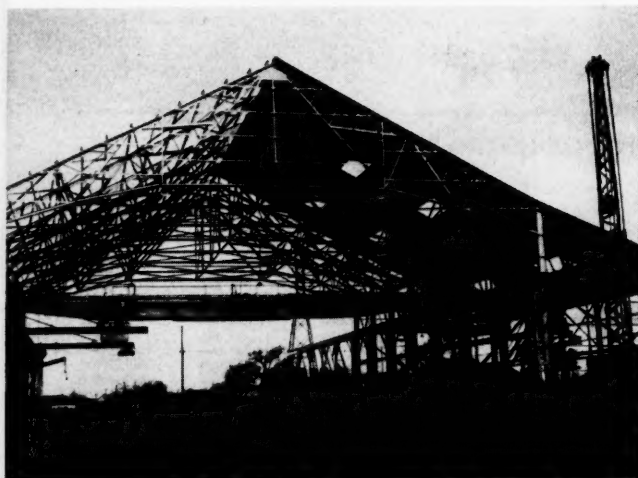
	February, 1948	Contracts to be Awarded	Contracts Awarded First Two Months 1948	Contracts Awarded First Two Months 1947
Alabama	\$7,801,000	\$30,487,000	\$17,653,000	\$9,710,000
Arkansas	18,188,000	92,970,000	19,879,000	1,500,000
Dist. of Col.	2,615,000	13,756,000	9,675,000	4,731,000
Florida	25,956,000	222,274,000	36,677,000	17,448,000
Georgia	8,458,000	30,446,000	14,364,000	55,917,000
Kentucky	8,675,000	58,783,000	10,661,000	92,000
Louisiana	24,204,000	14,360,000	47,582,000	13,067,000
Maryland	13,473,000	77,281,000	23,007,000	15,538,000
Mississippi	4,758,000	6,979,000	14,030,000	19,799,000
Missouri	5,822,000	18,842,000	14,151,000	2,765,000
N. Carolina	10,473,000	15,384,000	18,486,000	7,621,000
Oklahoma	11,382,000	18,680,000	18,643,000	4,397,000
S. Carolina	6,133,000	5,704,000	9,097,000	9,031,000
Tennessee	3,385,000	22,048,000	6,050,000	4,770,000
Texas	32,189,000	131,676,000	105,802,000	73,145,000
Virginia	4,086,000	27,215,000	9,929,000	5,959,000
W. Virginia	12,971,000	7,450,000	18,971,000	5,185,000
TOTAL	\$220,569,000	\$794,535,000	\$394,660,000	\$250,675,000

SOUTH'S CONSTRUCTION BY TYPES

	February, 1948	Contracts to be Awarded	Contracts Awarded First Two Months 1948	Contracts Awarded First Two Months 1947
PRIVATE BUILDING				
Assembly (Churches, Theatres, Auditoriums, Fraternal)	\$4,836,000	\$11,516,000	\$8,951,000	\$1,828,000
Commercial (Stores, Restaurants, Filling Stations, Garages)	7,187,000	12,898,000	10,074,000	7,528,000
Residential (Apartments, Hotels, Dwellings)	38,275,000	21,700,000	60,925,000	24,733,000
Office	2,016,000	410,000	5,185,000	6,472,000
INDUSTRIAL	\$52,314,000	\$46,524,000	\$85,135,000	\$40,561,000
PUBLIC BUILDING	\$30,581,000	\$216,472,000	\$55,982,000	\$107,070,000
City, County, State, Federal and Hospitals	\$36,068,000	\$59,118,000	\$63,902,000	\$19,556,000
Schools	24,931,000	64,598,000	60,397,000	10,991,000
ENGINEERING	\$60,999,000	\$123,716,000	\$124,299,000	\$30,547,000
Dams, Drainage, Earthwork, Airports	\$31,158,000	\$228,270,000	\$15,436,000	\$28,614,000
Federal, County, Municipal Electric	1,836,000	24,414,000	2,646,000	543,000
Sewers and Waterworks	11,075,000	14,048,000	16,538,000	8,415,000
ROADS, STREETS AND BRIDGES	\$44,069,000	\$266,732,000	\$64,620,000	\$37,572,000
	\$32,606,000	\$141,091,000	\$64,624,000	\$34,925,000
TOTAL	\$220,569,000	\$794,535,000	\$394,660,000	\$250,675,000



Ford Motor Co., Hapeville, Ga. branch assembly plant is geared for daily production of 350 cars and trucks



Part of Banks Moreland Co., \$350,000 expansion of warehouse and shop facilities underway at Houston

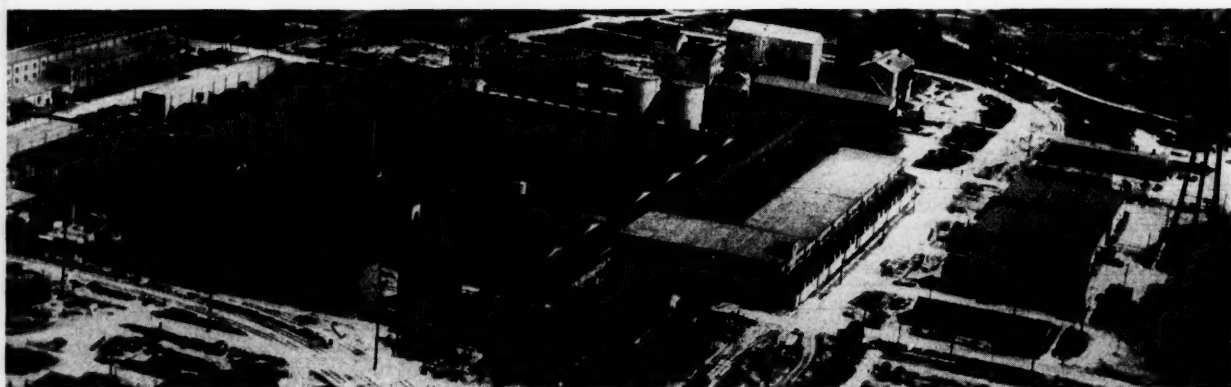
INDUSTRIAL

Each month the trend continues. More and more industries from other areas join Southern interests in the industrial South and Southwest, swelling the ever increasing wave of new and expanding plants now stretching from the Atlantic to the Gulf.

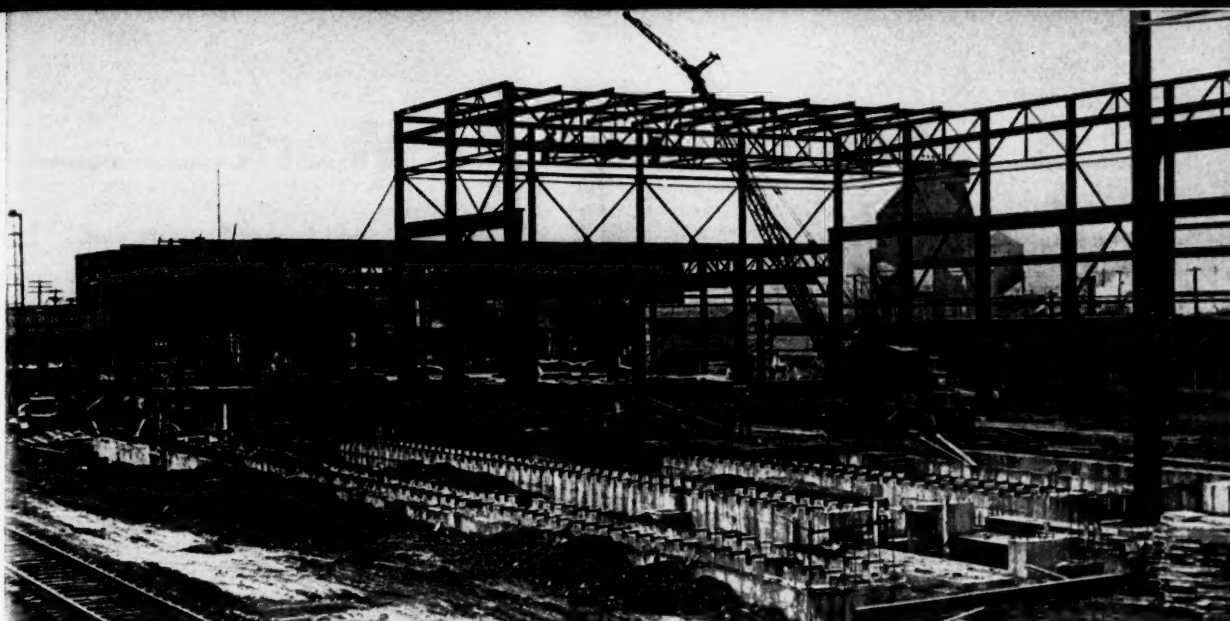
At Hapeville, Ga., the New Ford Motor Co., branch assembly plant, located on an 82 acre site and providing 596,000 square feet of floor space, was in operation in early 1948 producing cars and trucks. Cost of the plant: \$10,000,000.

Southern Alkali Corp. is adding to the South's volume of chlorine and caustic soda through production of those products at its recently completed multi-million dollar installation at Lake Charles, La.

In the Southwest, Banks Moreland Co., Houston,



Southern Alkali Corp., new Lake Charles, La. plant for producing chlorine and caustic soda now in operation



Work progressing on Southern Railway's new Diesel locomotive repair and maintenance shops at Chattanooga, Tenn.

L EXPANSION

pushed its \$350,000 expansion program which includes warehouses and fabricating shops.

Meanwhile, railroads continued their expansion. In the Piedmont area the Southern Railway System is erecting a modern Diesel locomotive heavy repair and maintenance shop at Chattanooga at a cost of several million dollars.

The Charles H. Phillips Co., Division of Sterling Drug, Inc., celebrated its 100th anniversary with the opening of its new Gulfport, Miss. plant. The installation will be one of the first and largest drug manufacturing establishments to be placed in operation since the end of the war. Products manufactured here are for distribution in the South and Latin American markets.



Reaction tanks in which raw milk of magnesia is produced by the double decomposition method at Gulfport



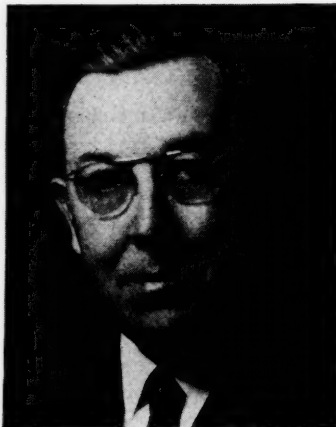
Phillips Co., drug plant at Gulfport is manufacturing products for Southern and Latin American distribution

Southerners At Work

Oscar Monrad Assumes Bank Executive's Post

Oscar Monrad, widely known for his industrial development work as Manager of the Industrial Division, Oklahoma City Chamber of Commerce, has been elected Vice President of the First National Bank and Trust Company of Oklahoma City, it was announced by C. A. Vose, President of the bank.

Acceptance of Mr. Monrad's resignation from the Chamber of Commerce



Oscar Monrad

position so that he may immediately assume his new duties with the bank was announced by Stanley Draper, Managing Director of the Oklahoma City Chamber of Commerce.

Mr. Monrad has attracted attention throughout the Middle West for his industrial work during the past four years in connection with the state-wide efforts designed to bring new industries to Oklahoma. He served as Sales Manager of the Oklahoma Industrial Tour last year. He is also serving as Industrial Consultant to Governor Roy J. Turner, as a member of the Advisory Committee, Oklahoma Planning and Resources Board and of the newly formed Oklahoma Industrial Mobilization Committee.

Mr. Monrad is credited with having played an important part in the organization of Industrial Foundations in more than a score of Oklahoma towns and cities, whose purpose it is to aid in industrial growth through the financing of plant sites and buildings.

Seaboard Appoints Gauker District Passenger Agent

Ralph H. Gauker has been promoted to district passenger agent of the Seaboard Air Line Railroad according to an announcement made by Edward Plack, assistant general passenger agent.

Traveling passenger agent for the Sea-

board in Washington prior to his promotion effective February 2, Mr. Gauker was associated with the Pullman Co. in Washington and then with the Washington Terminal Co., and later as city ticket agent and passenger service agent of the Seaboard.

He attended George Washington University and Washington Sanitarium and College of Medicine, and is now chairman of the executive committee of the American Association of Railroad Ticket Agents. He is a 33rd degree Scottish Rite Mason and grand organizer of the Supreme Council of the Masonic Fraternity.

Florida Chamber Announces Chairmanship Appointments

LaMonte Graw of Orlando has been appointed chairman of the agricultural division of the Florida State Chamber of Commerce, according to an announcement by President A. Y. Milam. Mr. Milam also announced chairmanship reappointments as follows:

W. T. Edwards of Jacksonville and Port Saint Joe, forestry division; Walter L. Hays of Orlando, safety and health divisions; and John Allison of Tampa, national affairs.

Mr. Graw is operations head of the Florida Growers Association, formerly the Florida Vegetable Committee; Mr. Edwards is vice president of the Saint Joe Paper Company; Mr. Hays is president of the American Fire and Casualty Company, and Mr. Allison is an attorney.

The appointments run for the current year.

Newport News Sub-Contract Post to Leon A. Dixon

For a number of years the Newport News Shipbuilding and Dry Dock Company has done extensive sub-contract work for the pulp and paper machinery builders; building such items as flow boxes, pressure vessels, log barkers, Yankee dryers, dryers, frames and gears. To advance their work in this field the Company has employed Leon S. Dixon, formerly of Stone & Webster Engineering Corporation.

During his association with Stone & Webster, and for many years before that, Mr. Dixon engaged in the design and construction of pulp and paper mills throughout this country and Canada. His work has covered most phases of chemical and mechanical pulping operations and the manufacture of kraft, boxboard, newsprint and tissue papers. In his present connection, it is expected that Mr. Dixon's experience in the industry will serve to enhance the output of the Company in pulp and paper mill equipment. A recent booklet published by the Company contains a fairly complete description of its manufacturing facilities.

Stall Leaves Poe Interests, Joins Cone Mills Corp.

Earle R. Stall, president of F. W. Poe Manufacturing Co., for twelve years and president of Florence Mills for almost five years, has resigned his connection with the Poe mill in order to devote his full time to the Florence mills and to the interests of the Cone Mills Corp., formerly the Proximity Manufacturing Co.

The F. W. Poe Co. was recently acquired by the Ely and Walker Dry Goods Co. of St. Louis, Mo.

Mr. Stall will be succeeded by Charles A. Gibson, president of Calhoun Mills at Calhoun Falls, also owned by the Ely Walker concern.

Savannah Bank and Trust Names R. W. Groves President

The board of directors of the Savannah Bank and Trust Co. has named Robert W. Groves as president to succeed the late John J. Cornell.

Mr. Groves is well qualified for his new position. During his long residence in the city he has taken a leading part in the religious, civic and business life of the community, and his business acumen and vision have been conspicuously applied to



Robert W. Groves

enterprises that have spelled the growth and progress of Savannah and Chatham County.

As president of the Strachan Shipping Company, which has been his primary connection, as head of the Savannah Port Authority and the Industrial Committee of Savannah, as chairman of the Army Advisory Committee of this area and as a director of the Union Bag and Paper Corporation, he has taken a conspicuously well-rounded part in the city's business activities.

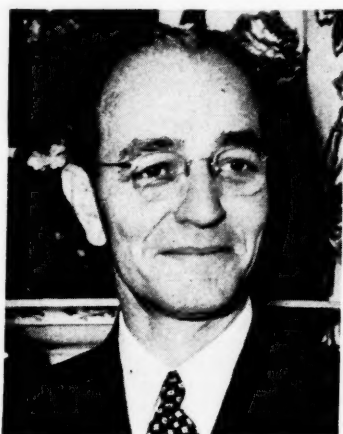
At the same time he has lent his talents to and shown a marked generosity

in behalf of countless civic and charitable enterprises, including notably his church, the Community Chest, and many other equally important agencies, all of which leadership and activity won him the Lucas Trophy in 1942.

Mr. Groves will combine the presidency of his bank with the chairmanship of the board, and this will mean that the institution will have an exceptionally strong and able guidance during a period in the city's and the nation's history when wise banking methods will be especially needed.

Box Manufacturers Name D. R. Simmons President

D. R. Simmons of Bainbridge, Ga., official of both the Elberta Crate and Box



D. R. Simmons

Co., Bainbridge and Tallahassee, Fla., and the Southern Crate and Veneer Co., Macon, Ga., was elected president of the Wirebound Box Manufacturers Association at its annual meeting Jan. 29-30 at the Hollywood Roosevelt Hotel, Hollywood, Calif.

Mr. Simmons succeeds R. F. Miles of Rathborne, Hair and Ridgway Co., Chicago, who served as president two years.

The membership voted to increase the board of directors from eleven to thirteen members. In addition to Mr. Simmons, other Southerners named were: J. B. Adkins of Adkins Manufacturing Co., Gainesville, Fla.; J. R. Miller of T. R. Miller Mill Co., Brewton, Ala., and Shelley Schuster of Great Southern Box Co., New Orleans, La.

D. Graham, W. G. Bourne, Jr. Named To Advisory Council

The Advisory Council on Federal Reports, official business consultant to the U. S. Bureau of the Budget, has announced the appointment of five new members to represent business-at-large during 1948.

Among those appointed were: Mr. David Graham, treasurer of the West Virginia Pulp and Paper Co.—reappointed for a second term; and Mr. William G.

Bourne, Jr., vice president and treasurer of the Commonwealth and Southern Corp.

The council conducts studies through committees of business men to devise less burdensome and more efficient methods of filing and statistical data with the various federal agencies.

Dr. J. V. Pennington Named By Research Institute

Dr. J. V. Pennington, widely known Houston consulting engineer and petroleum technologist, has accepted appointment as Associate Director of Southwest Research Institute of San Antonio and Houston, Acting Director W. M. Hammond has announced.

Mr. Hammond said Dr. Pennington, a former Rice Institute faculty member, would be Director of the Houston unit of the scientific organization which undertakes research for industry on a cost basis similar to those of Mellon, Armour and Midwest research institutes.

Dr. Pennington, who formerly was associated with Reed Roller Bit Co., as director of research and later as vice president in charge of manufacturing an engineering degree in physics from Rice Institute, where he became a member of the faculty. He has served on the engineering staffs of Standard Oil Co. of New Jersey and the Public Service Corp. of Newark, N. J. He won a special award and his master's degree at Stevens Institute of Technology at Newark.

The new Director of the Institute's Houston organization has specialized in the fields of product design and oil field equipment, as well as research. An inventor with four issued patents, Dr. Pennington also has been a director in the National Association of Cost Accountants and has published an oil equipment news publication.

A. H. Stebbins Named Director Of Branch Bank At Little Rock

The Board of Governors of the Federal Reserve System has announced the appointment of Mr. A. Howard Stebbins, Sr., President, Stebbins and Roberts, Inc., Little Rock, Ark., as a director of the Little Rock Branch of the Federal Reserve Bank of St. Louis for the unexpired portion of the term ending December 31, 1950. Mr. Stebbins succeeds Mr. S. M. Brooks, President, Brooks Advertising Agency, Little Rock, Ark., whose term expired December 31, 1947.

Cotton Mill Names Dillard Division Assistant Manager

Walter B. Dillard has been appointed assistant manager of the Alabama division of the California Cotton Mills Co., according to R. C. Forrest, vice president and manager of the division, which comprises the New Canebrake and Calcot Mills here.

The Calcot Mill recently placed under development is largely an expansion of the operations of the New Canebrake

Mill, but it is expected that certain specialty features will be added there from time to time.

F. A. Truden Gains Interest In Southern Finishers, Inc.

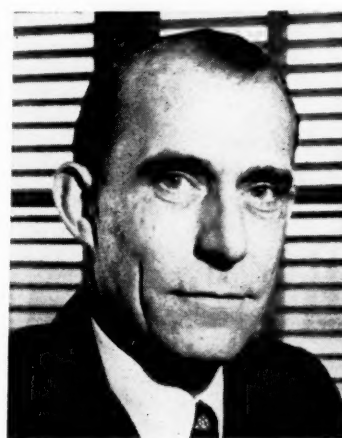
Effective February 1, 1948, F. A. Truden, formerly process engineer of the Nashville Corp. (Consolidated Vultee Aircraft Corp.) Nashville Division, purchased controlling interest in Southern Finishers, Inc., largest and most complete production and job electroplating shop in middle Tennessee. He is assuming full management of all activities of this corporation which is at present serving the metal products manufacturers in the entire middle Tennessee area.

Glenn L. Martin Names Vanderlipp Factory Manager

Announcement has been made of the appointment of N. F. Vanderlipp as factory manager of The Glenn L. Martin Co., Middle River, Md., reporting directly to G. T. Willey, vice-president manufacturing. He formerly was general manager and board member of the Bellanca Aircraft Corp.

Mr. Vanderlipp has had wide experience in the manufacturing phase of the aviation industry from its early days.

Continuously identified with the production of airplanes since his first job out of Newark, N. J., Technical High School in 1915, he has played an impor-



N. F. Vanderlipp

tant role in the development of modern factory methods.

After the war, in 1945, he returned to Bellanca in New Castle, Del., where, from 1929 until 1936, he had become vice-president and general manager.

At Fairchild's Canadian branch in Montreal, Mr. Vanderlipp was chief engineer from 1936 until he accepted a position as factory manager of the Curtiss-Wright Airplane Division in Columbus, Ohio, in 1943. The following year he was promoted to general manager of the Curtiss-Wright plant in Buffalo, N. Y.

Doubling of Invested Capital Underlies Southern Growth

Since 1919 capital invested in Southern enterprise has increased from \$6 to \$16 Billion, now equalling 23 per cent of nation's total.

By
Caldwell R. Walker

Feature Editor

UNDERLYING and supporting the South's notable industrial growth is a substantial and rapidly growing capital structure.

It has been a number of years since government census procedure included data on regional invested capital. The last such year apparently was 1919. In the interval that has elapsed since then, however, several federal agencies have been engaged in gathering fundamental data upon which capital structure is based. By adjusting and combining these various factors, it is possible to arrive at figures for the current period that are comparable to those formerly gathered along with the regular census of manufactures.

In 1919, at the end of the first of two great wars, capital invested in Southern manufacturing enterprise totaled \$6,883 million. National manufacturing capital aggregated \$44,569 million. The South's share at that time was 15.5 per cent.

By 1947, shortly after the end of another great war, and similar in many economic respects to 1919, manufacturing capitalization had grown tremendously. Analysis of current statistics discloses a total capitalization for all the country's manufacturing corporations, partnerships and individual operations of \$71,934 million. The South's share of this figure is \$16,656 million—equalling 23.1 per cent.

Nondurables Dominate

Had Southern industry been as fortunate in attracting capital for durable goods production as for nondurables, the results would have been even more noteworthy. Invested capital in nondurables constitutes 73.6 per cent of the total.

It is not strange that in the first stages of dynamic growth, nondurables should account for the lion's share of investments in Southern enterprises. For both quick and permanent return, the South held promise in these industries probably not equalled anywhere else in the world. The region's vast store of foodstuffs and chemical materials, textile fiber, raw chemicals, petroleum, coal, and tobacco combined to present a lure too tempting to be ignored. As a consequence, with the industrial revolution in full swing, industries based on these materials grew by leaps and bounds.

Greatest investment of all in the South

is in products of petroleum and coal manufacture. A total of \$3,772 million is invested in this premier group, with the South's share representing 39.5 per cent of the country's facilities for processing oil and coal.

Next highest investment entails a virtual tie, with Chemical capital holding a perceptible edge over Food capital. Production of chemicals is supported by investments of \$2,289 million, 33.9 per cent of the national total; foods, \$2,274 million, 26.2 per cent of all.

Southern textiles miss the \$2 billion mark by a shade, with capital amounting to \$1,929 million, but even so constitute 48 per cent of the national total.

Tobacco A Standout

Though working on lower capitalization than the four leaders already mentioned, Tobacco, percentage-wise, is a standout. With capitalization of \$710 million, Southern tobacco manufacturing makes up 65 per cent of the country's total.

In all, the nondurables investments in the South account for 32.5 per cent of all those in the United States.

If growth has been at a slower rate in durables goods industries, it is merely proof that the South's is far from a mature economy, with investment possibilities of rare promise still in abundance.

The recent war pointed up these possibilities, with the result that the South obtained a large pool of both public and private capital in a number of strategic durable goods industries. Acquisition of new Transportation Equipment facilities was especially outstanding. Investments in this field of enterprise in the South are now 25.1 per cent of the nation's total.

Even though the rate of growth has been less rapid in durables, it should be understood that the South has never been anything like devoid of these industries. Furniture, Lumber, and Stone-Clay-Glass in the South have long held their own in national competition. It is only in motor vehicles, metal and machinery production that the region has not lived up to its possibilities. Current records of growth indicate that these are now on the way.

The 1948 edition of *Blue Book of Southern Progress*, recently off the press, discloses that throughout the war years and including the postwar year 1946, the number of new installations devoted to durable goods production outnumbered those for nondurables. During those years, the previous trend toward nondurables was definitely reversed, at least temporarily. To quote from the *Blue Book*:

"Before the war, plants devoted to production of nondurables made up almost two-thirds of the South's total. Some 13 thousand new plants for durable goods were installed between 1939 and 1946 inclusive, compared with slightly under 3,000 set up for nondurables."

Good Start

Thus, it may be seen that a good start has been made by Southern capital to turn into profit certain resources which for years have lain comparatively dormant so far as regional advantage is concerned.

MANUFACTURING INVESTMENT

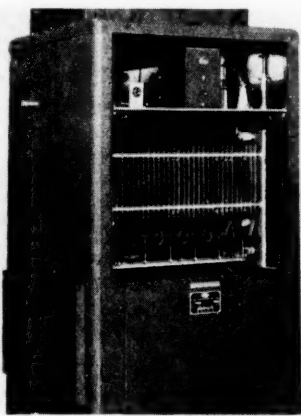
	Plant & Property (\$ million)		Total Investment (\$ million)		South's Per- centage
	Nation	South	Nation	South	
All Mfg.	\$33,976	\$8,375	\$71,934	\$16,656	23.1
Apparel	221	39	1,275	229	17.9
Chemicals	2,780	943	6,749	2,289	33.9
Food	3,790	994	8,670	2,274	26.2
Leather	201	38	875	168	19.2
Paper	1,518	310	2,748	563	20.4
Pet.-Coal	7,904	3,122	9,548	3,772	39.5
Printing	426	70	1,300	215	16.5
Rubber	562	47	1,265	106	8.3
Textiles	1,479	710	4,014	1,929	48.0
Tobacco	105	68	1,090	710	65.1
Nondurables	\$18,986	\$6,341	\$37,534	\$12,255	32.6
Automobiles	1,769	53	3,995	120	3.0
Elec. Mach.	872	61	2,546	180	7.0
Furniture	273	96	784	275	35.0
Iron-Steel	4,118	500	7,743	941	12.1
Lumber	1,160	379	1,933	632	32.6
Machinery	2,177	149	6,218	425	6.8
Nonfer. Metals	1,642	208	3,978	505	12.6
Stone, etc.	1,355	333	2,378	585	24.6
Trans. Equip.	750	189	2,119	533	25.1
Misc. Mfg.	874	66	2,706	265	7.5
Durables	\$14,990	\$2,034	\$34,400	\$4,401	12.7

New Products

Packaged Precipitator

Raytheon Manufacturing Co., Waltham, Mass., introduced self-contained packaged precipitator at the eighth annual Heating & Ventilating Exposition at Grand Central Palace, New York, February 2-6.

The units which have a built-in blower are available in two sizes: 1,200 to 1,500 cfm., and 1,800 to 2,250 cfm. Each size can be furnished with either a hand-operated or automatic



Packaged Precipitator

solenoid controlled washer. The 1,200 cfm. unit supplies six air changes every hour in a room 30'x50'x10' and the 1,800 cfm. unit provides six air changes hourly in a room 45'x50'x10'. These units are especially suitable for restaurants, shops, offices, bars, grills and other commercial establishments.

Palumbo Cam Principle

Vincent Palumbo, president of Pal-Vin Machine and Manufacturing Co., Cleveland, Ohio, has patented a principle concerning internal combustion engines. The ultimate result of the invention is the cam principle is that the piston used in an engine has a true harmonic action, while the shaft has a uniform rotary motion.

According to the manufacturer and inventor, this principle supersedes the basic crankshaft principle of power development, and in so doing creates improvements in the operation of the engine. It is claimed that the efficiency of the engine is actually increased by one-third by less frictional loss, and more power is achieved because each stroke is more uniform, with an equal expenditure of power on the full stroke which is completely harmonious. Because of the design, the overall size of any engine is reduced considerably by the cam principle of power drive. A tool layout has been perfected for the mass production of the cam members.

Variable Speed Unit

Link-Belt Co., 307 N. Michigan Ave., Chicago, Ill., has announced having installed and being in production on a size H-6 gear variable speed changer unit which extends the line through 25 horsepower.

The H-6 unit is rated 20 h.p. for speed variation ratios of 5 to 1 and 6 to 1, and 25 h.p. for speed change ratios of 2 to 1, 3 to 1 and 4 to 1.

It is made only in a plain, basic Type No. 1 horizontal assembly, with housing split horizontally. In other words, the housing consists of a top and bottom half, instead of the central housing and side plate construction employed on the smaller P.L.V. Gear sizes.

With the addition of the H-6 unit, the Link-Belt line of P.L.V. Gear variable speed changers now embraces eight sizes.

The other seven sizes, ranging from 1/2 to 15 h.p. capacity, ratios up to 6:1, are available in five assembly types, all suitable for horizontal or vertical mounting, including an integrally mounted motor and helical gear-reduction sets.

All units are compact, all-metal, fully enclosed, and self-lubricating.

Conveyor Belt

The B. F. Goodrich Co., Akron, Ohio, has developed a hot material conveyor belt using glass fabric instead of the cotton fabric used in the conventional belt made for this service.

The company suggests for this use two weights, a four-ply for light service and a five-ply for wider, longer belts where working stresses will be somewhat higher than in the light service. Covers recommended are either a 5/32-inch top and 1/32-inch back or a 3/16 top and 1/32 back, depending on operating conditions.

Included in the belt's top cover will be a ply of longitudinal nylon breaker which to give best protection is floated 1/32-inch above the carcass.

The company says that the tensile strength of each ply of glass fabric is approximately equal to the standard 32-ounce cotton fabric used in conventional belts.

Advantage of glass fabric for this service, the company says, is its resistance to loss of carcass strength under high temperatures. Cotton fabric loses strength rapidly under these severe operating conditions.

Radial-Relief Fixture

Glenbard Tool Manufacturers, Inc., 216 N. Clinton St., Chicago, Ill., has announced the development of a radial-relief fixture now being produced commercially for use by tool shops to produce radial-relieved cutting tools.

Such tools, used on screw machines or vertical type equipment, are capable of speeding up set-up time, reducing machine running time and reducing maintenance cost. These advantages derive from the fact that radial-relief grinding removes a minimum of stock behind the cutting edge allowing clearance that is adequate, but no more than necessary. Secondly, by regulating the amount of relief, the tools can be repeatedly sharpened while still adhering to their original specified tolerances. Third, while it is possible to handle a specific production job without a radial-relieved tool, by resorting to two, three or more operations, emphasis on production speed and accuracy makes this a costly bottle-neck procedure.

With the Glenbard radial-relief fixture, tool-grinder operators of average ability can handle most radial-relief jobs within one week, and in many instances operators without previous radial-relief experience are able to set-up and run their own jobs within three days. Wide adaptability is indicated, because the Glenbard fixture is easily installed on any universal tool grinding machine by simply removing the grinder head stock.

Mirrofilm

Wype Corp., 2214 Dolman St., St. Louis, Mo., recently announced development of Mirrofilm, a low priced, clear plastic finish which is wiped on to protect most any surface, while at the same time it is said that it gives a brilliant finish and long life protection to metal surfaces, painted wood surfaces and linoleum. It is applied with a clean, lint free cloth and dries quickly.

The manufacturers state that based on all published evidence to come to their attention, Mirrofilm is the only "weatherometer" tested plastic film that has been approved as passing a one-year outdoor "weatherometer" test without chipping, blistering, peeling, flaking, chalking, checking or scaling, and with perfect retention of gloss.

Hydraulic Laboratory Press

The Hydraulic Press Manufacturing Co., Mount Gilead, Ohio, has announced development of a H-P-H Smooth Line hydraulic laboratory press of 20 tons capacity designed with double acting ram providing positive pullback pressure for separating molds, dies, etc.

Pressing surfaces are 8" x 9". Maximum opening between pressing surfaces 14". Maximum travel 8". Maximum pullback pressure 2-1/2 tons. Manual operating valve controls direction of travel. Press platen is traversed to the work rapidly by gravity, the hand pump being required only for building up desired pressure and returning press platen to original open position. Press is equipped with two stage hand pump for rapid advance after contacting the work, and also for rapid return. Press bed is stationary, with top platen traversing to and from the work.

Transformer

Sola Electric Co., 4633 West 16th St., Chicago 50, Ill., announces a 200 MA transformer specifically engineered for fluorescent lamps of long, slim design. Most important in the construction of this transformer is the incorporation of the exclusive Sola constant voltage principle which permits the maintenance of rated wattage and lumen output regardless of wide variations in the primary voltage. In operation, the transformer efficiency is high with overall lumen output of approximately 55 lumens per watt maintained at maximum and minimum primary voltage values. Due to the patented circuit, slim design lamps strike more readily under all conditions. The transformer weighs only 11 pounds permitting a substantial reduction in total fixture weight, and its very substantial reduction in overall dimensions can likewise be reflected in fixture design.

Synthetic Rubber Material

Felt Products Manufacturing Co., 1504 Carroll Ave., Chicago, Ill., has developed a synthetic rubber material which it calls Fel-Pro 131. The manufacturer claims for it a set of specifications as yet unmatched by any other commercial stock.

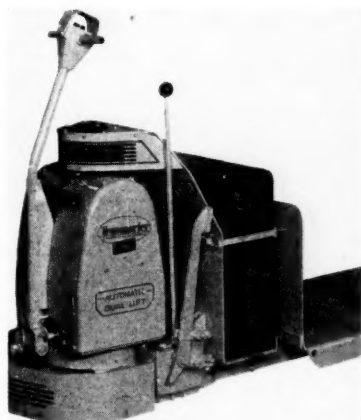
Reports of laboratory tests conducted by the company and verified by an independent testing laboratory are summarized as follows: 1,800 psi tensile strength; 400 per cent plus ultimate elongation; 2 per cent maximum swell in A. S. T. M. fuels and oils; high temperature resistance (300° F. hot oil); flexibility retained with no cracking at 55° F.; resistance to abrasion and no surface deterioration on aging; and a Durometer hardness (Shore "A" type) up to 80 plus or minus 5.

Automatic Dual Lift

Automatic Transportation Co., 149 West 87th St., Chicago 20, Ill., has announced 1948 Transporter models.

The new models of the Transporter, the electric propelled hand truck, were shown for the first time at the second annual National Materials Handling Exposition, January 12 to 16, in Cleveland, O.

The Automatic Dual Lift, the new foot pump, reduces by an average of one-third the foot pressure necessary to lift loads into



Transporter Dual Lift

moving position or maximum height, extensive tests show, and thereby eases and accelerates operation of this model. It features an exclusive new hydraulic lift pump development which combines a low pressure (high speed) cylinder for raising the platform or forks into contact with skid or pallet and a high pressure (low speed) cylinder for raising the load.

Release of pressure on the pedal of the new pump opens the valve that permits the high speed cylinder to idle while the high pressure cylinder is lifting the load.

New Products

Heat-Resisting Aluminum Paint

Speco, Inc., 3142 Superior, Cleveland 14, Ohio, has announced production of Heatrem, a high-heat resisting aluminum paint. It is made specifically for use on exterior and interior metal surfaces where temperatures reach 1500 degrees F. or any wood, brick or concrete surfaces exposed to extreme heat.

According to the manufacturer, Heatrem fuses with metal surfaces to form a permanently bright, elastic finish that resists moisture, corrosion, acids, alkalis and industrial fumes. The product is reputed to set up in 4 hours and dry completely overnight before soot, oil or grease deposits can affect maximum brilliancy. The manufacturer recommends Heatrem for painting boilers, furnaces, condensers, compressors, ovens, stacks, engines, steam lines, exhaust manifolds and all metal surfaces where heat ranges between 1000 and 1500 degrees F.

Hydraulic Press

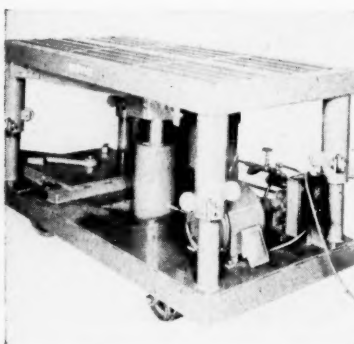
Hydraulic Press Manufacturing Co., Mt. Gilead, Ohio, has recently announced a 200-ton H-P-M hydraulic press designed for straightening weldments, castings and other large area parts. A feature of this press is that maximum pressure can be applied at any point within a 120-inch by 38-inch area of the stationary press bed. Pressure ram is movable for 120 inches in a horizontal plane along the bed and can also be traversed for 38 inches in a horizontal plane at right angles, between the two sets of strain rods. Positioning of the ram is controlled electrically by the operator at a central control station. Vertical hydraulic traverse of the ram to and from the work is controlled by convenient hand lever at the control station. A dial type hydraulic pressure gauge informs the operator the exact pressure being applied to the work.

The H-P-M Company has designed and built a large number of straightening presses which provide for the pressure unit to be traversed along the bed, but this press represents the first known application of a pressure unit which not only can be traversed along the bed, but can also be traversed at right angles to the bed.

This 200-ton straightening press is a completely self-contained unit requiring only electric power for operation. An H-P-M Hydro-Power radial variable delivery type pump generates the hydraulic pressure for operation. Oil is used as the pressure medium.

Hydraulic Lifttable

Service Caster and Truck Corp., Somerville, Mass., have recently developed a hydraulic



Hydraulic Lifttable

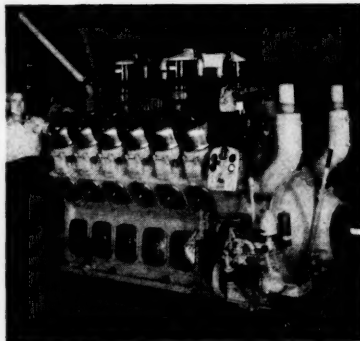
Lifttable, capable of handling dies weighing up to 12 tons.

With rollers to discharge the load from either side, the 36 by 72-inch die table has a raised height of 40 inches. Lowered height is 40 inches. The hydraulic system is activated by a 1½-horsepower motor and the table top is raised with a push button control while a hand valve controls the lowering. The 8-wheel running gear of the Service Lifttable includes four rigid casters and four 8-inch-diameter wheels on a "fifth-wheel" unit.

Oil Field Engine

Le Roi Co., 1706 South 68th St., Milwaukee, 14, Wis., has announced an engine, specially designed for heavy-duty oil field service.

The V-12 engine with a maximum power range up to 600 horsepower helps answer the



Le Roi Heavy-Duty Engine

field's demands for greater horsepower in a single portable unit. Possible applications will be found in heavy rotary drilling rigs, mud pump drives, pipeline pumping and generator service.

This engine incorporates many features designed for continuous service. A V-12 cylinder engine, with a 7¼-inch bore and 7-inch stroke, the displacement is 3467.7 cubic inches. Weight as illustrated is 13,500 pounds. The engine design, under development for over four years, includes overload valves, individual cylinder heads, removable cylinder sleeves, one-piece crankcase, hydraulic valve operating mechanism, water-cooled manifolds, modern cam-ground pistons with full-floating pins and full pressure lubrication. Fuel system is adaptable to natural gas, liquid butane and gasoline.

Hydraulic Power Unit

Hydraulic Press Manufacturing Co., Springfield, Ohio, builders of hydraulic pumps, valves, power units, and controls, has developed a midsize hydraulic unit.

It can be put to efficient use on such applications as arbor presses, hydraulic clamping vises, forming, straightening, and bending devices, light material handling units, small balers, pressure inserting equipment, railway maintenance operations.

It requires approximately 2½ horsepower to operate at 1200 r.p.m.

Carbon Arc Torch

Lincoln Electric Co., Cleveland 1, Ohio, announces a low price carbon arc torch for use with AC welding machines. The torch is of rugged yet lightweight construction, designed to extend the use of welding equipment to jobs where the application of heat is desired without melting the metal being worked on.

With the arc torch a high temperature flame is produced between two copper coated carbon electrodes clamped in aluminum alloy jaws. Both carbons are readily adjustable, geared to move together so that the angle of the carbons can be kept constant at all times. The handle of the torch is provided with simple thumb control tabs geared so that a slight movement of the thumb adjusts the distance between the carbons. To operate, the carbons are brought together to produce the arc, then the proper flame is automatically obtained by reversing one of the thumb tabs until the gears lock.

The torch is suitable for both production and maintenance work: for soldering light or heavy copper, tinned or galvanized parts; for preheating small work areas prior to welding; heating and straightening bent work; brazing cast iron, monel metal, aluminum sheet and castings; for fusing the powder type of hard surfacing material to thin metals; for such odd jobs as applying heat to loosen rusted nuts.

Jetronic Oil Burner

Consolidated Industries, Inc., Lafayette, Ind., recently introduced its Jetronic oil burner which converts oil into gas and averages better than 90 per cent efficiency, according to the manufacturer. This burner is expected to reduce oil consumption in small homes by as much as 50 per cent.

The unit will burn any type of oil that flows, and it is claimed to be the only completely automatic burner which will burn successfully less than one gallon of oil per hour. It has a calibrated control which permits an hourly oil consumption setting of from one half to one and one half gallons. A larger model will be introduced shortly which is claimed to be especially applicable to larger homes.

Pipe Insulation

Pittsburgh Corning Corp., 632 Duquesne Way, Pittsburgh, Pa., announces production of their Foamglas pipe insulation, said to be the first pipe insulation that can be used for both hot and cold lines, indoors and outdoors.

Constructed of cellular glass, the product is recommended by the company for processing industries where exact heat temperature control is required, wherever heat is to be retained or excluded.

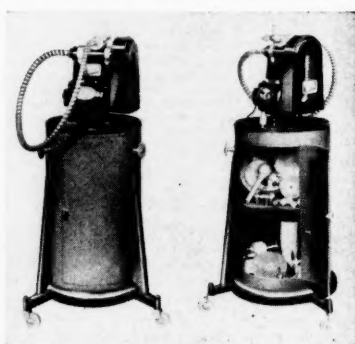
Foamglas is said to retain its original insulating efficiency permanently, and is unaffected by humidity, is highly resistant to fumes, vapors, acid atmospheres and other elements which cause materials to lose insulating value.

The insulation comes in two equal half sections, 18 inches long and is being manufactured for all sizes of pipe. When installed the pipe-insulation may be used through temperature ranges from minus 200 degrees F. to plus 800 degrees F.

Portable Repair Shop

Wyzenbeek and Staff, Inc., 838 W. Hubbard St., Chicago 22, Ill., has announced the "Handy-Matic," a motorized completely equipped portable repair shop for on-the-spot repairs. It is a flexible shaft machine mounted on a compact cabinet containing 25 accessory tools, and two dozen supplies that enable the repairman to go ahead with the job wherever he finds it.

Power is supplied by a 1/3 h.p. motor, 110 or 220 volts, 60 cycle A.C. The flexible shaft is the WYCO No. 10-17, five feet long, and has the famous WYCO non-metallic innerliner. Internally controlled flexing is built into the shaft housing to banish all heating, kinking or whipping. Three speeds are provided, 1400, 2400, 4500 r.p.m., with V-belt drive.



Wyzenbeek "Handy-Matic"

The cabinet, 32 inches high, on three caster legs, is of strong all-steel construction with gray crackle finish and glossy black trim. It is equipped with shelves, enabling the repairman to find the desired tool quickly. Tools and accessories which come with the cabinet, include the latest for sanding metal or wood—for drilling—wire brushing—grinding—buffing—for sawing metal or wood—for filing—disc sanding—carving—paint or varnish removal—waxing, etc., all interchangeable. Shipping weight is 100 pounds.

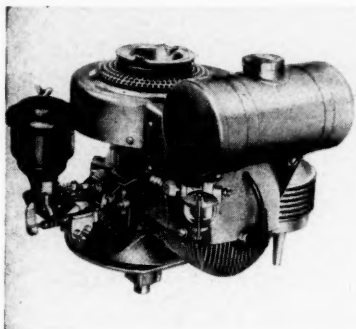
New Products

Vertical-Shaft Gasoline Engine

McCulloch Motors Corp., Los Angeles, Calif., has announced that improved features have been incorporated into the model 1200 DH vertical-shaft gasoline engine.

Rated at 2½ hp at 2500 rpm, this die-cast engine weighs only 24 pounds. An oil-bath air cleaner and a visible sediment-type fuel filter protect the engine against dust, chaff, and other abrasives often encountered in agricultural and other outdoor applications. All bearings, including thrust bearings, are the anti-friction type.

The design of this engine permits direct coupling to rotating scythe lawn mowers, vertical pumps and other engine-driven products requiring vertical drives.



McCulloch Die-Cast Engine

Marking Holder

M. E. Cunningham Co., Pittsburgh, Pa., has announced that its "Utility" marking holder, part of the company's complete "Utility" marking outfit for marking etched plates, tags, keys, stock checks; brand names or stock numbers on steel bars; special coding, serial numbering, identification, inspection, etc., is now available in a wide range of slot sizes.

The range of holder sizes includes 1/4 inch, 3/8 inch, 1/2 inch, 5/8 inch, 3/4 inch, etc., up to 2 inch slots, making possible the stamping of long part or stock numbers, down to short serial numbers in the smallest type sizes. Nine sizes of type characters, from 1/32 inch through 1/4 inch sizes, may be used in the same "Utility" holder.

Burners

Norge Heat Division of Borg-Warner Corp., 310 S. Michigan Ave., Chicago, Ill., has introduced a completely automatic "gun-type" oil burner, designed to operate with any standard grade of straight-run or catalytic stock fuel oil. According to the manufacturer, the ability of this burner to burn grade No. 3 catalytic stock fuel oil is one of its prime advantages.

The burner is intended for installation in either new or old furnaces, and in the latter may be used as a conversion or replacement unit.

The Norge Heat Division has also developed a "convertible" furnace which will allow the use of either coal, gas or oil. Fundamentally, this air-conditioning furnace incorporates features required for use of any of the three different types of fuel. Conversion is accomplished by means of different "packages" which may be quickly and easily installed in the basic unit.

Broad Line Marker

Cushman and Denison Manufacturing Co., 133 W. 23rd St., New York, recently announced an automatic valve-controlled pocket fountain brush for marking, drawing and writing on any surface producing a very fine or broad line by use of a special adapter and four interchangeable hard felt nibs.

This instrument permits fine markings on small packages and labels made of cellophane, metal-foil, wax surfaces and fabrics, and it comes in a choice of eight transparent, instant-drying inks.

Roll Dressing Machine

American Wheelabrator & Equipment Corp., Mishawaka, Ind., announces the successful development and operation of a roll roughing machine which reduces costs and increases rolling mill production over present practice. This machine employs a standard airless blasting wheel (Wheelabrator) to throw chilled iron abrasive, by centrifugal force and under positive directional control, against the exposed work surface of the mill roll.

The equipment consists of a special cabinet equipped with a standard Wheelabrator unit, abrasive circulating and storage equipment, and a special spinner car which supports and rotates the rolls.

In operation the roll to be roughened is loaded onto the spinner car at a loading station adjacent to the cabinet. The car then moves, under its own power, to a position inside the cabinet where the blasting cycle is started by the operator after cabinet doors are closed and auxiliary equipment put in operation.

By the use of limit switch relays, the spinning of the roll, movement of the car and flow of abrasive are controlled to secure an automatic operation, requiring no special skill or judgment on the part of the operator, and which can be identically reproduced time after time. The resulting roughening of the roll is extraordinarily deep and uniform even for the hardest rolls.

Compressors

Carrier Corp., Syracuse, N. Y., has recently announced a line of "customized" reciprocating compressors, ranging from five to one hundred horsepower.

These machines, designed for either air condition or low temperature duties, operate at higher speeds and are about half the size and weight of their predecessors, according to company officials.

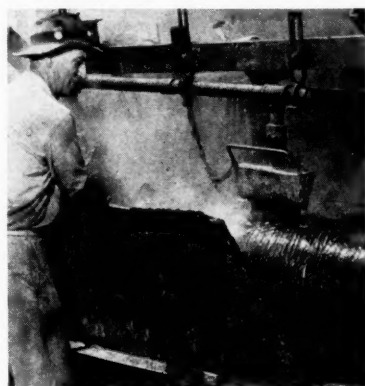
The compressors are so constructed that they can be assembled in more than 1000 different combinations, making it possible to "custom tailor" each complete unit to fit the exact requirements of each installation, say the makers.

Duratex Protective Coating

National Petroleum Sales, Inc., 315 West 9th Street, Los Angeles, Calif., announces that Duratex, protective coating for pipes, is now available to general industry.

This new protective coating is resistant to electrolysis and corrosion, the destructive electro-chemical reaction.

Damage to the pipe coating compound due to shock impact caused by falling stones, etc., when the line is back-filled is one of the



Duratex Applied to Pipe

hazards reduced by Duratex which has shock impact resistance.

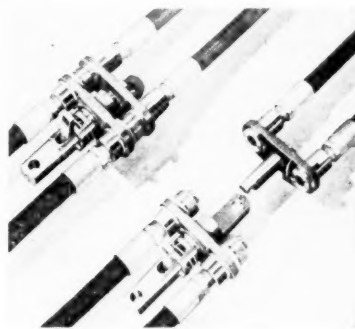
The new material has sufficient ductility to withstand severe earth shock or movement, and because of its stability earth pressures will not cause it to "slump" or "creep."

Coupling

Aeroquip Corp., Jackson, Mich., has announced a "Breakway" coupling which, it claims, makes practical the hydraulic operation of farm equipment.

Installed in the hydraulic lines between tractor and implement, the "Breakaway" coupling instantly and automatically disconnects without the use of mechanical attachments, whenever the implement becomes unhitched from the tractor, according to Peter F. Hurst, president.

This coupling is a twin unit connecting both pressure and return lines, using two self-sealing couplings mounted in a frame and held in coupled position by a mechanical latch that automatically trips when an external tug is applied to the connecting hydraulic



Coupling For Farm Implements

lines. The coupling also disconnects by tripping a trigger even when the lines are under pressure. The automatic latching mechanism is simple and needs no special tools or wrenches. Flush valve faces permit easy cleaning. Dirt and mud can be wiped off easily from the smooth external surfaces of the coupling valve faces. No air enters the system and no fluid is lost when the coupling is connected or disconnected. Pressure drop through the coupling is negligible.

Belt Troughing Idler

Koppers Co., Inc., announces the development of an adjustable troughing idler that is said to materially increase the life of conveyor belts.

The inventor is P. J. Connors of Koppers' Engineering and Construction Division, who has assigned the patent to his company.

Outer inclined pulleys are adjustable from slightly above the horizontal up to an angle of 25 degrees. All idler pulleys are located in the same vertical plane and the adjustment of the outer pulleys is accomplished in a manner which maintains a constant gap between the ends of the horizontal and inclined pulleys. This gap is kept to a minimum to eliminate any possibility of the belt being damaged due to creasing or pinching at such points.

With this adjustable type of idler the accent is on increased conveyor belt life. With this new design it is possible to practically tailor-make the idler installation to fit the conveyor belt.

Anti-Fogging Agent

The Fine Chemicals Division of the duPont Co., Wilmington 98, Del., has announced the recent development of an effective anti-fogging agent for use on car windows and glasses.

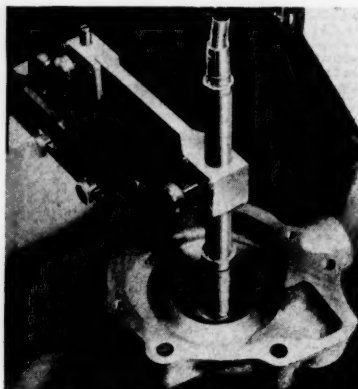
According to the manufacturer, the effectiveness of this agent was demonstrated by many months of testing on safety goggles worn in factory steamrooms, on car windows, and in other ways. Each application lasts several hours, and is applied merely by wiping the glass with an impregnated cloth.

The duPont formula has not been patented, and is available to manufacturers who wish to market cloth treated with this anti-fogging agent.

New Products

Profilometer Tracer

Physicists Research Co., 321 S. Main St., Ann Arbor, Mich., announces a profilometer tracer for taking surface roughness measurements on the bottoms of blind holes and on recessed flats and shoulders. This tracer, known as type GA, will measure in holes as small as 1-inch diameter, and can be used at any depth to 5½ inches. The diamond tracing point projects from the bottom of the tracer at the edge, and



Type GA Tracer

is self-adjusting to the surface being measured.

The type GA tracer can be used with any profilometer, and is mechanically operated by means of a type A piloting fixture. A pivoted arm is provided for attaching the tracer to the piloting fixture as illustrated. Because of the rigidity of the piloting fixture and the low tracing speed provided, this equipment can be used for obtaining precise measurements on very smooth surfaces (2 microinches and less). It is not recommended for use on surfaces rougher than 100 microinches.

Over-all dimensions of this tracer are 0.850 inch diameter by 7 inches high, including the 5-inch mounting tube. The tracer point has a vertical adjustment of 0-inch to 5½ inches above the base plate of the piloting fixture, and a 1/16-inch to 1½-inch range of trace is provided.

Chain Saw Features

Henry Disston and Sons, Inc., Philadelphia, Pa., recently announced that two features had been concentrated in the engine and tail stock assemblies of the Disston chain saw. The features include an automatic chain lubricator, and a simplified "cradle balanced" tail stock.

The automatic chain lubricator on the engine has been designed to make the volume of oil to the chain entirely automatic and of sufficient pressure to prevent clogging of the line by saw dust and other foreign matter. The pump will operate in any position and the flow is automatically shut off when the chain is not running.

The pump is cam operated and develops positive pressure with each turn of the sprocket. The old oiling device depended upon a spring loaded piston for maintaining oil pressure. Easily refilled, the oil reservoir's capacity matches that of the fuel tank so that under ordinary operating conditions the chain lubricating oil supply will last as long as a tank of fuel.

Any type of oil, even kerosene, may be used as chain lubricant. Oil lines are amply protected against damage in the new device, which shuts off the flow automatically when the clutch is disengaged and is fully interchangeable with equipment now in use.

The tail stock has been completely redesigned after an exhaustive study of suggestions from users of former models. It has been made smaller without sacrificing strength. In fact, this design is stronger than its predecessor, and its narrow lines make it easier to handle. This feature, together with the improved oiling, boosts the overall efficiency of the unit considerably.

Anti-Corrosive Coating

Industrial Metal Protectives, Inc., Dayton 2, Ohio, has announced two types of anti-corrosive "Zincilate" coatings, which will air-dry without baking.

Accelerated laboratory tests indicate that Zincilate will give 20-year protection against corrosion.

"Zincilate" coatings are sufficiently flexible that sheets, pipes and forms can be bent double, after coating, without breaking the protective coating. Overcoatings of enamel, paint or wrinkle finishes may be applied over "Zincilate" after five minutes of air drying, and both coatings baked at the same time.

This coating is adaptable to production line application by dipping, spraying, brushing or roller coating, with conventional finishing equipment. It may be used by manufacturers of air-conditioning equipment, bakery equipment, automotive parts and assemblies, valves, sheets, pipe, screens and other products. It can also be used for maintenance and repair of existing structures.

Hard-Surfacing Electrodes

Development of hard-surfacing electrodes is announced by Harnischfeger Corp., Milwaukee, manufacturer of P&H welding products.

Named "Hartop" there are four electrodes in this new P&H series: Brown, green, red and yellow. They cover the Rockwell C range of from 35 to 63 (as deposited). Hartop Brown provides a 35 to 40 Rockwell C Hardness and is for welds subject to angular shock and abrasion. Deposits won't chip or spall along edge from glancing blows or sudden loading.

Hartop Green is designed for high resistance to impact and abrasion. It provides strong bonds on carbon and alloy steels, manganese steels, and cast iron. Rockwell C Hardness is 45 to 50.

P&H Hartop Red is for severe impact and abrasion and is excellent wearing with high resistance to shattering impact. Rockwell C Hardness is 50 to 55.

The fourth P&H electrode of this new hard-surfacing group is Hartop Yellow with a Rockwell C Hardness of 58 to 63, its deposits resist abrasion and deformation caused by weight and impact.

Annunciator

Autocall Co. of Shelby, Ohio, manufacturers of electrical signal and control equipment, announce the development of a versatile, audible-visual type annunciator. This annunciator, a refinement of a previous design, is termed the ANF and is finding innumerable applications in power generation and distribution plants for which it has been specifically designed, as well as in industrial applications.

Each ANF annunciator is made up of individual units consisting of a main lamp to provide illumination of the translucent designations; an enclosed pilot light; and a control relay. Each unit is jack-connected to the circuit, and is mounted on a metal slide to facilitate withdrawal from the annunciator cabinet for service, replacement, or for any other reason.

Reynolds "Trailerails"

Reynolds Metals Co., Louisville, Ky., has designed and developed aluminum "Trailerail" containers for package shipments. These units are transported between shipper's loading docks and freight yards on special trailer frames and are shifted mechanically to standard type flat cars by means of built-in hydraulic lifts and a winch-and-cable arrangement. At the destination, they are shifted back onto trailers and delivered to consignee's door—efficient, compact, economical for handling shipments up to 20,000 pounds. With such self-contained units, much costly handling—unloading and reloading—is eliminated and time in transit is reduced. This should permit an increased volume of traffic and greater net revenues for the carrier.

The Reynolds Trailerail is essentially a detachable trailer body 26 feet long, 8 feet wide and 8 feet high, made of strong, light aluminum. A manually operated hydraulic system built into each container and a power operated hydraulic system built into each trailer frame enable the shift to and from flat cars to be made quickly. Two Trailerails, each of 1,000 cubic feet capacity, can be carried on one flat car. This effects an operation similar to handling one box car.

Quick Change Spindle

Giddings and Lewis Machine Tool Co., Fond du Lac, Wis., has developed what it claims to be a positive means of both seating and ejecting shank type cutters, arbors and adapters without resorting to draw keys and drifts, and it is now available with the company's quick change boring machine spindle. The spindle is provided with a steep or fast taper socket and a simple built-in double-acting screw locking device.

This spindle improvement enables the machine operator to rapidly mount cutting tool by merely inserting the shank of the cutter, arbor, adapter or boring bar into the spindle opening, or socket, according to the manufacturer. The latter has a National Standard taper correct in size to meet spindle diameter requirements. The double acting screw lock composed of two segments and screw is located in a special draw slot in the machine spindle immediately behind the taper opening. It is retained in position by hold down plate bolted into either end of the slot.

Seating or drawing in the shank is accomplished by tightening the lock's single screw which has both right and left hand threads. Drawing the two lock parts together by means of a small T-wrench, causes a wedging action between the lock segments and against tapered notches cut in the adapter shank. This even distribution of positive locking pressure over entire surface of the fast taper shank and the mating taper of the spindle socket hold the arbor or adapter solidly and accurately in place.

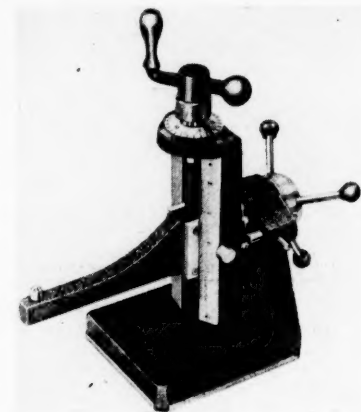
Precision Bench Shaper

South Bend Lathe Works, South Bend 22, Ind., has announced that production of a new 7-inch precision bench shaper will start in mid-year. Production of a new 14-inch drill press was previously announced by the company. Both of these items are marketed in addition to the regular 9, 10, 14 1/2, 16 and 16 3/4 inch swings, South Bend Precision Lathes, attachments and accessories, and tools.

Wheel-Dresser

Perfex Gage and Tool Co., Mt. Clemens, Mich., has announced a direct reading radius dresser, operating with the precision and simplicity of a micrometer.

This diamond wheel-dresser features a ground micrometer screw that permits ac-



Perfex Diamond Wheel-Dresser

curate setting throughout the tool's full range from 2 inch convex to 2 inch concave radii. It is possible to dress a concave radius smaller than .050 inch, full 180°, according to the manufacturer. The scale is in position for easy direct reading by the operator, and fast setting is obtained by adjustment of the micrometer screw, each revolution moving the diamond .025 inch. The dressing head is graduated each 5° and is equipped with stop dogs that permit dressing a given arc. A master setting block is furnished, eliminating use of height gage or micrometer.



"THE BEST IS YET TO BE"

The telephone will be seventy-two years old this year. Its development within a single lifetime has been a modern miracle. Yet it is only the beginning.

There are any number of men and women in the telephone business today — some just starting out — who will see greater progress than the past has ever known.

Year by year the next half century will be increasingly theirs. New leaders will appear from among them. Step by step, rung by rung, they will mount the ladder to the top. For telephone management is employee management and comes up from the ranks.

There will be more good jobs in the telephone business in 1958 and 1998 than now. It just

can't help being that way. For of all the trades and professions there are few more interesting and necessary.

So the future is bright for those who work for the telephone company, for those who use the telephone and for those who have faith in its growth and development. "The best is yet to be."

BELL TELEPHONE SYSTEM



The Southern Spotlight

(Continued from page 16)

catastrophic break in the grain market in the 1920's preceded the greatest real estate market in history, and (3) the only serious factor which might adversely affect the market in houses is the apparent abandonment by government and private lenders of favorable terms to veterans and to other home buyers.

• **Highways.** The Atlanta-Fulton County Bond Commission has just allocated nearly all of the city and county highway bond funds to a \$20,085,000 over-all highway program. The plan features a north-south super-highway across Atlanta.

AGRICULTURE

• **The Outlook.** Farmers may expect another good year in 1948, according to Kenneth Treanor, farm management economist for the Georgia Extension Service. Prices will remain near the 1947 record average. As a result, income from farming again will remain near the 1947 record average. Exports probably will be lower than in 1947, due to the dollar shortage abroad, but domestic demand will remain generally strong. Prices of cotton and tobacco will be affected by the policies of exchange adopted by foreign countries. Food grains, feeds and livestock are expected to show greater strength this year than last.

• **Cotton.** Parity price cotton advanced to a new record of 30.38 cents a pound on December 15, 1947, compared with 26.29 on December 15, 1946. The supply of cotton for this year will be about 8 per cent smaller than last year, but domestic consumption is expected to decline from 10,000,000 bales used in 1947, to 8,750,000. Significant expansion of production seems doubtful this year, but prices are expected to remain relatively high. What effect recent price drops may have on the over-all picture for the year has not yet been determined.

• **Peanuts.** Peanut growers have voted to give the Secretary of Agriculture authority to impose acreage allotments and marketing quotas for the 1948 crop. In view of the critical food and feed situation these allotment quotas will not be imposed, however. This means that prices will be supported at 90 per cent of parity and growers will be limited neither as to acreage nor the tonnage they may market without penalty.

• **Tobacco.** The outlook for growers of flue-cured tobacco this year is somewhat clouded by the uncertainty of exports. Indications are that exports to the United Kingdom, largest single foreign consumer, will probably be down about one-third from 1947. Domestic consumption will probably be as large or larger. With a large carry-over from last year, however, some reduction in acreage would be desirable. Georgia's acreage will be down about 28 per cent from last year, preliminary estimates indicate.

• **Feeds.** Prices of feed grains and most feed concentrates are expected to remain high because of the outreaching of demand to supply. The total 1947 production of corn, oats, barley and sorghum was about one-fourth less than in 1946.

• **Yields.** Crop yields per acre have been increasing steadily in Georgia in recent years, particularly on one-variety cotton changes. Outstanding also in this respect have been peanut acreage yields which last year averaged in this state 715 pounds an acre—50 pounds above the average United States yield. There was also an increase in yields in the state last year in tobacco.

LABOR

• **Employment.** Since V-J Day, employment in Georgia's non-agricultural industries has been set at a level well above

that of 1939. The current level of non-agricultural employment is about 608,000, approximately 20 per cent greater than in 1939.

• **Wages.** Uncertain commodity prices have posed an important question for both labor and management in the Southeast. Will the decline, if it continues, temper union wage demands? Some union leaders were inclined to view the drop in prices with suspicion. Commented one steel worker acidly: "They're running prices down just to block our wage demands." The CIO, rather than the AFL, is leading the drive to obtain wage hikes. One thing, however, is considered certain: The new wage demands will not be pushed with the utmost effort until the market settles down and the pattern of what lies ahead becomes clearer than it is now.

UTILITIES

• **Rates.** Georgia Power Co. is seeking an increase in transit fares in Atlanta of from two tokens for 15 cents to a straight 10 cents fare. Hearings have been held before the Georgia Public Service Commission. C. B. McManus, company president, told the commission that the company is operating at a loss and denied that the company seeks an increase so that the transportation system will bring a higher price when sold under an SEC order. The company, he said, was losing \$100,000 to \$150,000 a month.

• **Telephones.** A special three-judge court has ruled that Southern Bell Telephone & Telegraph Co., can put into effect only rate increases granted by the Georgia Public Service Commission, and no more. The court's action nullified an injunction previously granted the company against imposition of the rates approved by the commission and permitting the company to impose a new and higher scale.

Birmingham District

BY R. W. KINCEY

Birmingham—Industrial activity in the Birmingham district has recovered, to the extent recovery is possible, from the prolonged cold weather which deprived it of gas in many instances and generally plagued production in more ways than one.

Paced by steel, which moves forever onward with its goal set upon more production always, the district is limited only, in most instances, by availability of raw materials. Ingot production stands at absolute capacity. Insofar as pig-iron and semi-finished steel is to be had, most other industry is clicking at the same pace.

RETAIL TRADE

• **Sales.** Retail sales are holding up satisfactorily. In some quarters, however, a definite buyer resistance is noted, not only in foods, but in department store items as well. The trend is somewhat less marked at the moment than it was a couple of weeks ago, although retailers are concerned. The labor market remains fairly stable. Unemployment is not on the increase and while there definitely is no general labor shortage in the district, there are some classifications for which workers are not available as measured in terms of their aptitude and ability.

PRODUCTION

• **Coal.** Reports for the first month of 1948 indicate production of bituminous coal was 1,780,000 tons as compared to

(Continued on page 56)

You Are Looking at a Lot of Experience



12 Men—515 Years' Service
43-Year Average



Left to Right: Patrick G. Wingfield, Foreman; William Sale Scott, Templet Maker; Dave H. Boitnott, Machinist; John G. Weaver, Assistant Foreman; Herbert A. Davies, Vice President and General Manager (35 Years), making the awards; William O. Robertson, Foreman; Willie D. Swain, Templet Maker; William G. Ward, Storekeeper; Elwyn F. Jones, General Foreman (Inset Top); William N. Dorman, Foreman (Inset Bottom); William T. Lawhorn, Bridgeman (Not Shown); Walter E. Leigh, Contracting Manager (Not Shown); Earl Rasmussen, Assistant Chief Draftsman (Not Shown)



Nine of our twelve men who are still on the job at Virginia Bridge after 40 years and more of continuous service are shown above as they receive their Service Awards. Since almost the turn of the century they have been compiling an unusual record of service-years in the structural steel fabricating industry. Self-reliant, capable and experienced, they are typical of so many key men at Virginia Bridge—men who have devoted their

lives to steel and are proud of the quality and dependability of a service that has won nation-wide recognition. Supported by hundreds of other employees having unbroken records of from 20 to 39 years they bring a vast reservoir of practical engineering, fabricating and erecting experience to your steel job, regardless of size, type or design.

STEEL STRUCTURES--All Types

Welded or riveted, large or small,
if it's structural steel we welcome
your inquiries



Virginia Bridge Company

Roanoke

Birmingham

Memphis

New York

Atlanta

Dallas

UNITED STATES STEEL

MARCH NINETEEN FORTY-EIGHT

55

The Southern Spotlight

(Continued from page 55)

1,610,000 tons for the same month last year. Output of red ore also jumped in the same period with a production of 618,401 tons as compared to 538,057 in January, 1947.

• **Scrap.** Steel men and others throughout the district were much interested in a viewpoint expressed here during the conference of the American Foundryman's Association by Max Kuniansky, national president of that organization. He said the scrap situation is purely a temporary dislocation. He foresees nothing serious in the ultimate picture, although he anticipated no real relief for a year and a half or better. The shortage he attributed to the unprecedented need; not to the fact that scrap is non-existent.

CONSTRUCTION

• **Cost.** Concern is expressed over prospects for increased costs in the construction field since building trade crafts have served notice on contractors they will seek another round of wage increases. The over-all demand, it is understood, will approximate 25 cents an hour. Construction, already slowed because of what is considered prohibitive labor and material costs in most instances, stands to further stagnate, according to opinion in posted circles here.

IMPORTS

• **Ore.** One of the most interesting announcements of the month came February 17 from Robert Gregg, president of the Tennessee Coal, Iron & Railroad Company, who disclosed that T.C.I. has contracted for "a considerable quantity" of iron ore from Brazil and Sweden to augment local ore for the remainder of 1948.

First shipment—9,000 tons from Brazil—already has reached the Port of Mobile. It will move by barge to Port Birmingham and thence by rail to Ensley and Fairfield. Mr. Gregg made it plain the purchase does not mean slowing down of iron ore production locally. The step is being taken, he said, in order to give added assurance of the maintenance of minimum steel requirements for T.C.I. customers. It is the first extensive use of foreign ores in this district since the late 1930's when considerable African ore was used.

The Southwest

BY DAN SUMMERS

Dallas—The Southwest stands to benefit greatly if it exercises caution and careful planning in its role in the European Recovery Plan. Industries of the area, mostly new, will discover the 4-year program of the Marshall Plan an opportune time to set themselves firmly in Southwestern business.

Economists of the area have warned against over-expansion in an effort to "clean up" in the domestic as well as foreign markets. The same cautionary measures have been suggested to farmers in the area. Stay out of debt between now and 1951, they have heard the economist warn, and don't deplete the soil resources in trying to "get the mostest in the quickest way."

• **The Outlook.** The Southwest will especially feel a heavy drain on grain, farm machinery, vegetable oils, cotton and steel products which ordinarily would be used in the rapid expansion program of the Southwest or in its heavily-taxed oil industry which has been delayed in a long-awaited exploration program by a shortage of pipe and other drilling materials. The transportation industry of the area likewise will be called on to throw all of its equipment into handling the terrific domestic and foreign movements of goods. The Gulf Coast area may expect an even greater activity than the 1947 traffic in its role in the aid program.

RETAIL TRADE

• **Sales.** Department store sales further reflected a hesitancy of people to buy with a disturbing slack in sales for the first two months in 1948. Of course the biggest percentage drop was in early February when commodity prices fell sharply. This buyer resistance weakened somewhat when slight gains began to show in certain commodities and there was no tendency of the securities market to make any startling fall.

• **Prices.** A similar break in 1946 prices failed to produce any downward movement of Southwest business but Dr. John A. Stockton, statistician of the University of Texas Bureau of Business Research, said the rapid price rise since then, coupled with a continued high level of production, has brought the business situation into a stage of greater unbalance than in 1946. The more unstable the equilibrium, he explained, the more vulnerable the situation becomes until finally there is a collapse.

PRODUCTION

• **Output.** The peaks reached last year by Southwest industry in employment and output can be expected to increase further with materials becoming more available and the aid-to-Europe program further aiding business here through demands in the area as well as in Europe. Unstable prices have held back many producers of soft goods and semi-durable goods from expanded operations, which is also evident in the retail field. The manufacturer hesitates to buy the raw materials, the wholesaler to increase his inventory, and the same for the retailer.

AGRICULTURE

• **Crop Yields.** The agricultural picture for the coming year is favorable although not record-breaking in the Southwest. Some small grain suffered from the 20-day cold spell which drifted into half the month of February but grains generally were aided by the blankets of snow which covered the warm soil. Wheat may not reach the record production of 1947 but can be expected to run about 50 per cent greater than the 1936-45 average yield. A slight reduction from last year in the number of acres seeded in winter wheat is indicated for New Mexico but increased estimates of wheat acreage in Oklahoma will offset the far Southwest decline.

CONSTRUCTION

• **Hold-up.** While the extended winter spell left no damaging blow on agriculture, Construction took one of its hardest beatings. Almost every type of construction—residential, commercial and industrial—was forced to a virtual standstill during the siege of ice, snow and rain. The weather forced cancellations in travel and delayed execution of new contracts or negotiations between Eastern and Mid-West manufacturers and builders in this area. The hold-up came at a time when materials began arriving in larger volume, when more efficient construction labor appeared on the market, when businesses started letting contracts for projects set aside many times in wait for lower prices which have never showed their faces.

• **Expansion.** The great expansion program initiated last year by Southwest industries is shifting now and making room for a greater-paced non-residential building program. An example is an estimated \$15,000,000 worth of shopping villages alone, planned for suburban areas of Dallas this year. Also nearing the completion stage are many building materials firms which will manufacture plate glass, structural steel, roofing and sidings for building jobs. To meet this enlarging of Southwest industries, power, water, rail and port facilities have started building additional facilities.

NATURAL GAS

A fuel whose value has been proven by years of use in a most diversified line of industrial applications.

Natural gas has created the possibility of effortless comfort by the facility, and economy with which it fits into the home.

SOUTHERN NATURAL GAS COMPANY

Watts Building

Birmingham, Ala.



A + B = Export Sales

WHERE:

A equals executives with 20 years of experience in foreign trade and banking, backed by adequate finances.

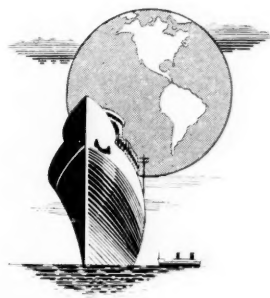
B equals Ensenat & Co., Inc. acting as an integrated export department of selected manufacturers, assuming all risks and responsibilities from order-getting to collections.

Let us discuss your problems in person at your factory or office.

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Representative Hartley

(Continued from page 36)

Disaffiliate" telegram which John L. Lewis sent to William L. Green, head of the American Federation of Labor.

Lewis had believed that other AFL unions would fall in line with his proposed idea of balking at the communist clause of the labor law. He further believed that he would move into Green's spot as chief of the AFL. But when other union heads refused to follow the Lewis proposal and forced Green to remain in office, Lewis in a huff dispatched the terse wire separating the UMW from the parent union.

Mr. Hartley sees little danger in the AFL's idea to raise \$8,000,000 for the purpose of unseating congressmen who gave support to the labor law. He based this opinion on his own experience.

"In 1942, '44 and '46 I was number one on labor's purge list and despite well-directed campaigns against me, I was still voted into office. With the exception of one so-called silk-stocking area, my district was an industrial one and completely organized.

Record Poll Results

(Continued from page 37)

several replies stated bluntly: "A new president is needed."

The remaining recommendations of those answering "yes" were fired back and scattered like buck shot on miscellaneous facets of the situation. They called for: "more government economy"; "tightening of labor laws relating to all public utilities"; "provisions against nation-wide bargaining"; "repeal of the Wagner Act"; and "increase of the maximum work week to 48 hours."

Of the 19 per cent who did not believe that the law could work, an overwhelming number—86 per cent—pointed to conditions which they believed must be corrected before the law could work.

To 24 per cent of those answering "no," the law would prove unworkable because of loopholes and general weaknesses. Said one reply: "More teeth are needed in the bill and not false ones."

Thirteen per cent believed the law would not work as long as the country's economy remained in an inflationary state. Answers called for wage and price controls, allocations of scarce materials and control of rent and housing. One voter wrote in sharply: "We need price reductions that will allow the worker to live on his wages."

A 9 per cent bloc believed that "too much politics" would prove to be the law's undoing. Said one: "Labor knows that politics, in an election year will prevent the enforcement of a law which does not have a supporting government."

Six per cent felt that the law could not work until the nation changed its administrative head, stating in a number of replies: "A national administrative head with courage is necessary." Others said simply: "A new president!"

For five per cent the law would not work until unions were made subject to the Sherman Anti-Trust

In spite of this, I won the congressional seat from my district, and the majority vote in 1944 and 1946 was greater than in any of my previous seven campaigns. No, I don't think the AFL's effort will have much success."

Though the possibility of widespread walkout cannot be entirely discounted, Mr. Hartley believed that labor leaders are keenly aware that another series of strikes, similar in number and magnitude to those of last year, would probably bring on drastic legislative action.

At the time of Lewis' last big walkout, which seriously endangered public safety, the temper of Congress boiled to the point that, had not the strike been concluded, many of labor's gains over the past several years would have been wiped out by even more stringent legislation.

Due to the present quiet condition on the labor front, both congress and the people are generally complacent. But Mr. Hartley believes that another serious walkout endangering public safety, called by Lewis or any other leader, will bring swift legislation by a resentful Congress. Mr. Hartley believes labor knows this, too.

Law. Another 5 per cent thought the law would function only after the public and labor have been completely educated as to the benefits of the bill. More than 4 per cent called for repeal of the Wagner Act, that law which established the National Labor Relations Board. And an additional 4 per cent believed that the law could not be effective until a closed shop is completely banished.

In the vote of another 4 per cent of those who felt the bill could not work was a strain of hopelessness amplified by one answer: "Nothing will get people in the frame of mind to work but a depression and a few empty stomachs." Other replies were less explanatory saying merely that to work, the Taft-Hartley law needed: "A good depression."

Of the remainder of those voting against the chances of success for the act, recommendations were again widespread, covering practically every circumstance. The voters said: "turn business back to business and stop government regulations and subsidies"; "repeal the time and a half provision"; "out-law industry-wide and nation-wide bargaining"; "enact a law that will permit no strikes at all"; "curb union unamericanism"; and "insure government enforcement regardless of political analysis."

Of the yes and no votes combined, a preponderant percentage agreed that the law contains loopholes and weaknesses that must be corrected. A heavy percentage of voters—both yes and no—likewise emphasized the necessity of divorcing the bill from all political interference and influence. Notes of agreement were also struck loudly in these instances by voters who called for: a new president; a provision requiring unions to incorporate; a broad educational program; and an effective means of completely banning the closed shop.

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Senator Byrd

(Continued from page 39)

Thus, exclusive of other normal costs of government, the total of long term commitments, national defense, and personal service costs in fiscal year 1950, may be expected to total 47½ billion dollars.

To this must be added the expenses of the Legislative and Judicial Branches of the government, postal deficits, agricultural and business subsidies, including the merchant marine, impairment of government corporation capital, etc.

A peace-time budget of 50 billion dollars in expenditures for the year beginning 15 months hence could easily be more realistic than fantastic.

That is the spending side of the budget. What will it take to pay the bill?

We are now experiencing the year of greatest national income to date. To this our heaviest tax rate is being applied. The revenue produced will be ten per cent short of 50 billion dollars.

Under our present tax rates the federal revenue drops at the ratio of 1 to 3. That is to say that if the national income should decline to 175 billion, which still would be double the highest pre-war total, the federal revenue would drop almost 10 billion. That would put us deeply in the red even at the rate of spending in the current year.

That is the fiscal side of our national budget outlook. But, questions of almost

equal importance arise with respect to the effect upon business and natural resources. Is it possible to undertake such a budget except in a controlled economy? Is it possible to undertake such tremendous military and foreign reconstruction programs together without supplementing our natural resources with synthetic materials?

Is It Sound?

Is it economically sound to undertake annual federal expenditures totaling 50 billion dollars, which is more than the highest tax rates of all time are producing from the highest and most inflated income of all time?

If we should risk it, will it involve the necessity of federal controls on production, prices and wages to assure continuation of inflated income?

Will the government be forced into the necessity of recommissioning standby plants for production of strategic ma-

terials and other products?

Will it be necessary to revert to guaranteed government contracts?

If these things should come to pass, we would be in a state of war economy in an effort to maintain the peace. How long could that be justified? How long could it continue in a democracy? Why is it necessary? When will it end?

These are questions which arise with the prospect of a 50 billion dollar federal budget in fiscal year 1950.

Late Development in Metal Cutting to be Shown

A late development in cutting all metals using the arc—without oxygen—will be shown at the Southern Machinery and Metals Exposition, Inc. This method of cutting was recently demonstrated before an audience that included Navy officers and members of Lipsett, Inc., the firm awarded the scrapping of the battleship New Mexico. The manufacturer of this low-cost surface and underwater metal cutter, that employs electric arc-vapor, known by the trade name "CutTrod," is the Eutectic Welding Alloys Corp., of 40 Worth Street, New York City, pioneers in low temperature welding alloys.

Eutectic has engaged Booth Nos. 120, 121 and 122, to the right of the entrance to the Southern Machinery and Metals Exposition, Inc., Atlanta Municipal Auditorium, Atlanta, Ga., April 5th through 8th, 1948.

Southern Ports Are Forging Ahead!

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Southern Machinery & Metals Exposition Set For Atlanta Auditorium April 5-8

The Third Southern Machinery and Metals Exposition will be held at the spacious Atlanta Municipal Auditorium in Atlanta, Ga., from April 5 to 8. This exposition showing the latest and newest developments in equipment, supplies and machinery, will cover three floors of the auditorium.

According to Alva S. Wilson, exposition president, this year's show should far surpass the successful 1947 event in almost every respect. More exhibitors will

show a greater number of products, and many more people are expected to attend the show.

The fact that last year's exposition drew more than 7,500 people from throughout the South stamped this event as the focal point of contact between manufacturers and Southern industry. Word has been received from leading Southern plant owners, managers, production officials, financial executives, purchasing agents, superintendents, foremen,

and others, expressing an interest in the exposition and indicating that they plan to attend this concentrated showing of industrial products from all over America.

Arrangements have been made by manufacturers from Miami, Fla., to Portland, Ore., to exhibit their products, and requests for exhibition space are exceeding expectations. In addition to those who participated in the last two shows, many new companies will have outstanding exhibits.

This exposition will aid Southern industry in keeping pace with the heavy demands that are now being placed upon it. Methods of streamlining manufacturing operations, reducing production costs, and improving quality will be the high points of the show.

The textile industry will find that the Exposition is geared to its needs. Executives of the pulp and paper, food and chemical industries, will see an array of stainless steel products and corrosion resistant materials.

Of special interest for the lumber and woodworking industry, food processing firms, fabricating plants, foundries, transporters and warehousemen, materials handling equipment, from lift trucks to mechanized conveyors will be displayed. Executives and skilled shop personnel alike will see welding demonstrations, assembly operations, machining methods and process control procedures.

Heads of metal working concerns, steel plants and heavy industry can view all kinds of equipment, machinery and tools in actual operation. Power and transmission equipment will be shown by a number of manufacturers. Gauges, precision instruments, as well as metal cutting machines and heat treating furnaces, will be included. Some of the latest developments in foundry equipment, especially for cleaning operations, will be exhibited for the first time in the Southeast.

New production tools and the latest developments in manufacturing techniques will be spotlighted in many of the exhibits. In addition, motion pictures will be shown by many of the participating companies, and their factory engineers will be available for consultation about service and process problems.

The Southern Industrial Conference on Machinery and Metals will deal with problems pertinent to Southern manufacturing. Recognized authorities on machining, fabricating and industrial operations will talk about the latest developments and process applications. Col. Lisle F. Zsuffa, Director of Public Relations of Georgia Tech, has been appointed by President Blake R. Van Leer of Georgia Tech, to coordinate the conference program.

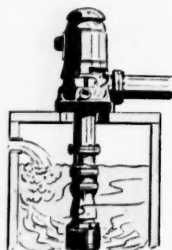
Plant tours of manufacturing plants located in the Atlanta area will also be held concurrently with the Exposition and the Southern Industrial Conference on Machinery and Metals. Admission to the Exposition, Conference and Plant Tours is by registration only. Badges received upon registration will serve as admittance credentials. There is no admission charge.

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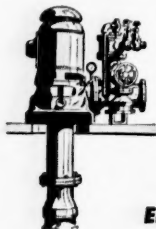
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LETTERS

January 26, 1948

Irvington-on-the-Hudson, N. Y.

Editor:

The solemn accounting of what our aid to Europe has and will cost us, to which you devoted your December section, (Potomac Soundings) was of great interest to us and, unquestionably, to all your readers. You did an able and scholarly job of it, and we were pleased that Henry Hazlitt's "Will Dollars Save The World" was able to contribute to your report.

I hope the things we produce here will be of increasing value to you. We, of course, like to keep our ear to the ground and should be grateful for any comments or criticisms you may have concerning our work.

Cordially yours,

William Johnson,
The Foundation For Economic
Education, Inc.

February 14, 1948

Richmond, Va.

Editor:

Concerning the controversy on Materials Handling, by Mr. John F. Johannsen, appearing in November and December issues of the Record, and by Mr. Sidney Reibel, in the February issue; the writer agrees wholeheartedly with Mr. Johannsen in his statement, "Materials Handling adds nothing to the value of the article handled."

Mr. Reibel, in his rebuttal of this statement, is trying to convey an erroneous and misleading idea, or use, of the word "value." Materials handling is a cost item pure and simple, and does not in any sense add to the value of an article, . . . but (it) is definitely a cost item which must be taken into account in determining the selling price of the finished article.

The writer disagrees decidedly with Mr. Johannsen (thereby agreeing with Mr. Reibel) that:

Almost nothing has been done about materials handling by top management groups, or

Production men do not know how to effect a complete materials handling program, or

Engineers have not programmed the use of it, or

No one knows very much about materials handling, or

There are no materials handling engineers worthy of the name, etc.

These statements are rather ridiculous for, after all, materials handling is the movement of materials, or transportation, whether from one operation to another within a plant, or from coast to coast, or to the other side of the globe. Consequently, the movement of materials has been going on in some form or method since the dawn of civilization and has developed as civilization has progressed.

The real problem is that too many concerns have not given sufficient thought to materials handling, neither have they taken advantage of the developments in materials handling engineering and equipment.

So it seems both of these gentlemen are getting unduly excited over the mere interpretation or use of simple words. Each has presented a lot of food for thought; however, they are "sticking out their necks" over irrelevant, superficial and careless use of words.

Yours very truly,

John Hunziker,
Plant Manager,
David M. Lee & Co., Inc.

February 19, 1948
Jackson, Miss.

Editor:

Enclosed please find our Taft-Hartley Labor Law ballot.

Please do not let our subscription run out for the MANUFACTURERS RECORD which I consider one of my most valuable references and general trade magazines. Advise me of the status of our subscription, and if it is about to run out I will renew same.

Yours very truly,

Albert A. Green,
President and General Mgr.,
Jackson Fertilizer Co.

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ARMCO DRAINAGE & METAL PRODUCTS, INC.
DIXIE DIVISION: Atlanta, Georgia
SOUTHWESTERN DIVISION: Houston, Texas

ARMCO PIONEER STEEL BUILDINGS

Charleston Port

(Continued from page 41)

The Authority sent solicitation agents into the rich industrial and agricultural tributary area which thrusts deep into the Midwest and assigned traffic bureau experts to the maintenance of competitive rail, truck and water rates.

One of the first results was the diversion to Charleston of textile exports which in the past had been routed largely through eastern ports. To facilitate these shipments of cotton and woolen goods from Southeastern mills, the Authority set up and staffed a 15,000-square foot shipside packing plant at its North Charleston terminals.

This plant enables the mills to ship cloth in bulk to the port, where it can be stored and then, on last-minute instructions, cut, marked, power-baled and crated to specifications. Textiles lead in cargo handled to date, but the plant has developed its facilities to process anything from a thimble to a truck.

Imports Varied

Balancing the exports has been the beginning of a promising import trade in textiles. A typical recent shipment received was a million pounds of rayon fiber sent from Holland and Belgium to the Abney Mills and Greenwood Mill, both of Greenwood, S. C.

Sharing the spotlight with textiles is tobacco. Charleston became the South At-

lantic's Number One tobacco port last summer when 65,000,000 pounds of flue-cured weed from the Carolinas, Georgia and Tennessee, 10 per cent of the country's 1946 export figure, were consigned to Authority warehouses for shipment abroad.

Paper and paperboard likewise have moved into the category of important cargo, with mills in South Carolina and bordering territory drawing upon the port's facilities.

The plant of the West Virginia Paper and Pulp Company, which annually turns out \$21,000,000 worth of liner board, kraft wrapping and bag paper, and waxing and asphalt paper, adjoins the North Charleston terminals. The company uses two of the terminal warehouses and one of the ship berths.

From Georgetown, the International Paper Company mill, which produces more than 400,000 tons of paper and paperboard each year, sends heavy shipments through Charleston to the Pacific Coast and abroad. When necessary chan-

nel dredging is completed—the work is underway at Georgetown and planned for Beaufort—the plant will load directly onto ocean-going vessels.

Matching the paper exports are imports of other forestry products. For example, the first postwar cargo of Philippine mahogany shipped to Charleston recently moved to Georgia and West Virginia furniture manufacturers. More recently, more than 1,000,000 board feet of Costa Rican hardwood logs and rough-dressed lumber began reaching Charleston each month, through a new ship shuttle service, consigned to plywood, veneer and furniture factories in the Southeast. Contracts call for discharge of that quantity each month for the next two years.

Banana Pier

Augmenting such imports are ore, general cargo and enough bananas (3,685,613 stems last year) to forever shame the once popular tune about the fruit. To facilitate the handling and eventual distribution of bananas, the Southern Railway, in 1945, built and equipped a pier said to be the most efficient and up-to-date in the United States. The pier is 440 feet long and 40 feet wide, providing plenty of space for large ships to unload. In place of the old, laborious procedure of unloading which entailed a long line of workmen carrying the fruit from shipside to refrigerator cars which were rolled onto the pier one at a time, the present installation features three conveyor sys-

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THIRD SOUTHERN MACHINERY & METALS EXPOSITION

APRIL 5-6-7-8, 1948

ATLANTA MUNICIPAL AUDITORIUM — ATLANTA, GEORGIA

More than 140 industrial firms from all over America will exhibit their latest products at the Third Southern Machinery and Metals Exposition. These will include: tools, speed reducers, products for the textile industry, foundry supplies, materials for the pulp and paper and chemical industries, testing and inspection instruments, wood working machinery, equipment used in the food and processing industries, machining equipment, mill supplies, maintenance equipment, furnaces, boilers, grinders, safety equipment, bearings, lathes, ferrous and non-ferrous metals, cutting machines, lubricants, electric products, hydraulic appliances, trailers, dies, jigs, castings and industrial goods of all kinds.

Georgia Tech, in conjunction with Southern Technical Societies, will conduct the "Southern Industrial Conference on Machinery and Metals," and the subject matter for discussion will include: Tool Design, Machine Design, Metals and Production. Airlines and railroads are cooperating in encouraging travel to the show; Atlanta hotels have set aside guest rooms, and Plant Tours have been arranged.

DON'T MISS THIS GREAT SOUTHERN MACHINERY AND METALS EXPOSITION! PLAN NOW TO ATTEND AND SEE THE LATEST METHODS OF STREAMLINING MANUFACTURING OPERATIONS, REDUCING PRODUCTION COSTS, AND IMPROVING QUALITY.

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tems which may be used singly or in combination, thereby cutting the time spent on cargo transfer to a minimum.

Covering the length of the pier is a roof which serves the dual purpose of protecting the conveyor system and keeping direct sun rays off the fruit. Bunches of bananas move over the conveyor belts to the central classification shed, where they are graded and tagged. Still moving, they are shunted to other conveyors which move them to the covered loading platforms and 42 waiting refrigerator cars. Elapsed time from ship's hold directly to door of refrigerator car: three minutes. The Southern hauled approximately 10,750 carloads from the pier last year.

Petroleum is one of the chief import cargoes with tankers discharging hundreds of thousands of tons annually.

Exports Climb

Primary exports, in addition to textiles, tobacco and forestry products, consists of steel products and coal. During 1947, coal exports climbed 28 per cent as the Southern Railway loaded 1,647,250 gross tons onto ships by use of the only tipples on the Atlantic south of Newport News. Cargo freight, exclusive of coal, which railroads hauled to Charleston in carload lots advanced 125 per cent in 1947 over 1946.

This rejuvenation of Charleston marks the port's greatest activity since the clipper days when it was on a par, in cargo volume, with New York, Philadelphia and Boston. But although grati-

fied by results, the Authority is not content to rest on its oars. As Arthur St. J. Simons of Columbia, Authority chairman, puts it: "South Carolina is now fully aware of the economic value of its port system. Recent months have seen great strides and the months ahead will witness an acceleration of the program, with further improvement and expansion of the state's port facilities. We believe the benefits will accrue not only to South Carolina, but to all of the South."

Charlotte News Scores Lost Riches in Carolina Clays

Riches to be gained from Carolina clays were going elsewhere and the Charlotte *News* deplored the fact as a slam against the industrial initiative of the State of North Carolina.

In a warm editorial the *News* asked: "Why do North Carolina industrialists sit back and watch one of the state's most valuable natural resources being shipped out of the state only to come back later—at a price—in the form of tiles, bricks or pottery?"

In the state, it said, were 19 companies mining and shipping out of state the materials needed in ceramics. Yet, of the \$32 million brought into the ceramics industry in 1946, the city of Charleston, for example, contributed only \$100,000; was even forced to bring in bricks from other cities.

To the paper, it seemed that if a New Jersey chinaware manufacturer could sell

\$5,000,000 worth of crockery per year—made from Carolina and Georgia white clays—a local manufacturer could do even better especially since his material would be almost in his backyard.

For North Carolina investors and promoters, the issue posed a challenge which the *News* believed was very apparent.

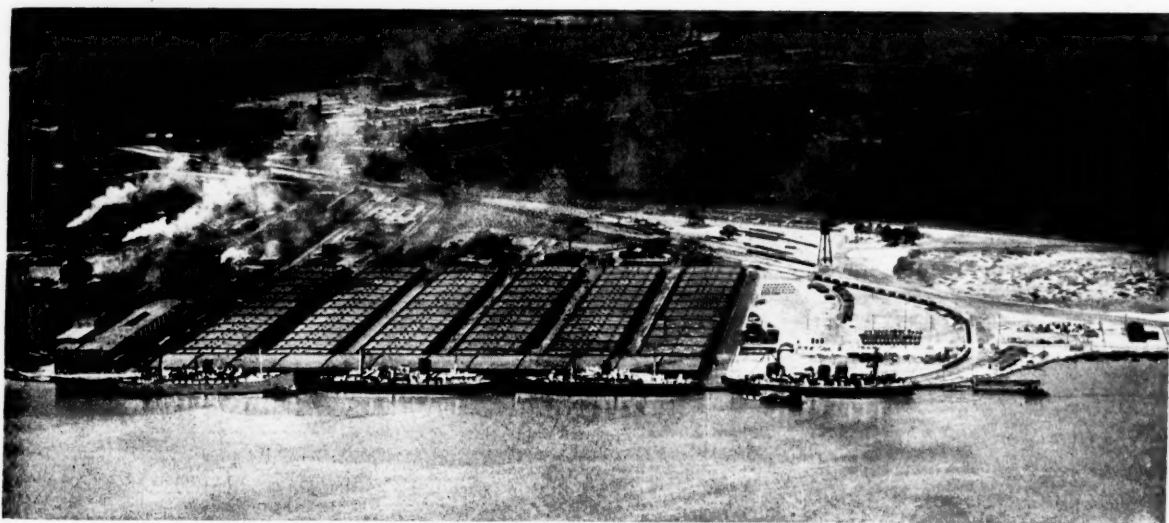
Virginia Port Authority Continues Shipping Drive

The State Port Authority of Virginia was continuing its drive to bring more shipping through the Virginia gateway.

Field representatives were at work busily calling on persons and firms who manufacture or ship in the export, import and intercoastal trades. In the western area, Robert L. Nelliger, Commerce Agent, had addressed western shippers in the Milwaukee, Chicago-St. Louis area. Working out of New York, Foreign Freight Representative Lloyd L. Sackriter was covering the Atlantic seaboard.

Pleased by past efforts, officials of the Authority reported that exports of dry cargo through Norfolk and Newport News during the first eight months of 1947 were up a whopping 284 per cent over the same period in 1946. The increase represented the greatest stride forward by any of the major ports.

Aware that competition among ports was more pronounced than ever before, the Authority was keeping momentum in its drive.



SHIPPERS LOOK SOUTH to the Port of CHARLESTON

The \$20,000,000 former Charleston Port of Embarkation deep-water terminals now in active commercial operation. Modern quay-type concrete pier, million square feet fireproof warehouses, huge open storage areas, 300-car rail yards, shipside packing plant, modern equipment for rapid and efficient cargo handling. The South Atlantic's fastest growing seaport, with world-serving ship lines. Inquiries invited.

South Carolina State Ports Authority

Dept. MR
Charleston 3, S. C.

Japanese Textile Industry No Threat Says Dr. Jacobs

Back from a three-week tour of Japan, (see RECORD, February) Dr. William P. Jacobs, president of the American Cotton Manufacturers Association, gave Southern textile men the words they most wanted to hear.

From his survey of the Japanese textile industry Dr. Jacobs concluded: "Demand in the orient for Japanese cotton goods is so great that the industry will offer no competition to American mills for years to come."

Accompanied on the trip by Donald Comer, Sylacauga, Ala., and Fred W. Symmes of Greenville, S. C., both textile leaders, Dr. Jacobs found that the Japanese industry, though producing 50,000,000 yards of cotton textiles a month, was still "very insecure."

Asked if the American Cotton Textile Industry actively opposed the sale of Japanese cotton goods in the United States, Dr. Jacobs said:

"We feel it is more desirable that Japan

sell her textiles in her natural markets which lie for the great part in the orient."

South Disturbed By Eccles Shift

With Marriner S. Eccles removed as head of the Federal Reserve Board, the South rumbled its discontent.

As one correspondent reported, disclosure of the President's action in appointing Thomas B. McCabe had no sooner been made known than telephones in the offices of Southern Senators began to jingle.

Many who had watched this post had hoped for the appointment of another Southerner to fill the office once held by the late Ronald Ransom of Georgia. But with the appointment of the Philadelphia banker, the South was left without representation on the seven-man board.

Senator Robert L. Taft explained that Mr. Eccles had been removed for his advocacy of economy in government, a serious affront to a free-spending administration. Whatever the reason, the South only knew that it was left without representation.

COMING EVENTS

MARCH—

- 4-5—United States Chamber of Commerce, Industrial Relations Conference, Fort Worth, Tex.
- 9-10—Commercial Chemical Development Association, Annual Meeting, Hotel Roosevelt, New York City.
- 11-12—National Marketing Conference, Jefferson Hotel, St. Louis, Mo.
- 15-19—American Society of Tool Engineers' Sixth Industrial Exposition Public Auditorium, Cleveland, Ohio.
- 22-24—Forest Products Research Society, Annual Meeting, Furniture Club of America in the American Furniture Mart Building, Chicago, Ill.

APRIL—

- 5-8—Southern Machinery and Metals Exposition, Third Annual, Municipal Auditorium, Atlanta, Ga.
- 5-8—National Association of Corrosion Engineers, 1948 conference and exposition, Hotel Jefferson, St. Louis, Mo.
- 7-9—American Gas Association, Annual Spring Sales Conference, Windsor, Ontario, Canada.
- 7-9—Southern Pine Association, 33rd Annual Meeting, Roosevelt Hotel, New Orleans, La.
- 15-16—Mississippi Valley World Trade Conference, Third Annual Meeting, New Orleans, La.
- 19-23—American Chemical Society, 113th National Meeting, general headquarters, Stevens Hotel, Chicago, Ill.
- 26-29—American Management Association Conference on Packaging to run concurrently with the Association's 17th Annual Packaging Exposition, Cleveland, Ohio.

MAY—

- 3-7—American Foundrymen's Association, 1948 Foundry Congress and Show, Convention Hall, Philadelphia, Pa.

JULY—

- 22-24—Cotton Research Congress, Ninth Annual Meeting, Dallas, Tex.

NOVEMBER—

- 15-17—American Oil Chemists Society, Fall Meeting, Hotel Pennsylvania, New York City.

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This method of design permits practically an unlimited field in engineering design. Large buildings can be constructed using heavy, clear span trusses and heavy beam columns. Crane runway systems can be incorporated and provisions made to take care of any type loading necessary on any part of the building. To this specially designed interior frame work is added the feature of sectional steel wall panels.

Since these panels are shipped with the side-wall covering attached and with window and door openings prepared, considerable savings



Illustration above is an interior view of combination building showing crane construction and interior insulation with flat steel liner.

are made in field erection labor costs. Standard sectional design flashing is used to make the completed building weather tight and give a neat, tailored finish.

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4 HEIGHT RANGES—12-15", 15-20", 18-26", 24-35"

Have one piece reinforced base with casters or glides. Ton-tested for strength. Adjustable foot-rest furnished if desired.

Send for Chair or Stool to try 30 days or write for circular and full details.

C. G. Campbell, President

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Cost Accounting Facts And Fantasies

(Continued from page 38)

chine A and \$3.00 per hour for Machine B.

It is desired to compare the costs as determined by each of the four methods for the following two products:

Product Y is manufactured on Machine A, whose operator earns \$1.00 per hour. The rate of production is 2 pieces per hour and the direct material cost is \$0.60 per piece.

Product Z is manufactured on Machine B, whose operator earns \$0.80 per hour. The rate of production is 5 pieces per hour and the direct material cost is \$1.00 per piece.

Direct Material Method

The use of this method implies an assumption that, for every product, process, and operation, the indirect overhead expense varies exactly as does the direct material cost. For instance, in this particular factory the indirect overhead expense rate, based on direct material, would be 45,000/20,000, or in usual language, 225%. When using this method of distribution, the costs per piece *would seem to be* as follows for Products Y and Z. See table No. One.

The use of this method implies an assumption that indirect overhead expense

varies exactly as does the direct labor. In this factory the indirect overhead expense rate by this method would be 45,000/30,000 or 150%. When using this method of distribution, the costs per piece *would seem to be* as follows for Products Y and Z. See table No. Two.

The use of this method implies an assumption that each man hour of labor is responsible for an equal amount of indirect overhead expense. In this factory the indirect overhead expense rate by this method would be \$1.80 per man hour and the costs per piece *would seem to be* as follows for Products Y and Z. See table Number Three.

The use of this method implies an assumption that each machine is responsible for a certain definite amount of indirect overhead expense for each hour it operates. When using this method the costs per piece would seem to be as follows for Products Y and Z. See table Number Four.

Comparison of the Four Methods

The following table shows the apparent costs per piece for the two products as calculated by each of the four methods of distributing indirect overhead expense. See table Number Five.

It should be remembered that these wide variations in apparent costs are entirely in the item of indirect overhead expense. It should be remembered also

that these variations are due entirely to the methods used in distributing the same total indirect overhead expense. When costs calculated in these different ways are compared, it immediately becomes evident that apparent costs can vary greatly merely by changing the method used for distributing indirect overhead expense. Unfortunately, this fact is generally not brought to the attention of anyone in the average company, because some single method of distribution has almost always been adopted and no other costs are calculated. One of the most common errors associated with cost accounting results from the failure to realize the limitations of any method which could possibly be used for calculating the manufacturing cost of any individual article. Illustrations of this error have been given in the previous articles of this series.

Selection of a Method

The direct labor method of distributing indirect overhead expense seems to be the method that is most often used. The direct labor cost is nearly always available and the method is as simple as any other that can be used. Where there are wide variations in the actual rate in various parts of a factory, greater accuracy in costing individual items can readily be obtained by the very common method of using departmental rates. As will be explained in the article to be published next month, an over-all rate for an entire factory may often be entirely satisfactory even where there are wide variations in the actual rates in various parts of the factory.

Neither the direct material method nor the man hour method seems to be used by many companies. While they are in most cases as easy to use as is the direct labor method, they do not in most cases have any advantages over that method. The article to be published next month will explain how and why a certain company uses the direct material method.

Machine Rate Method

The machine rate method is considered by many persons to be the most scientific and most accurate of the methods in common use. It is true that many items of indirect overhead expense are more a function of the machine involved than of anything else, but it should be remembered that even the most scientific method of distribution is more accurate than the assumptions on which the method is based. For example, the machine rate is almost always gotten by calculating the annual indirect overhead expense as accurately as possible and dividing this amount by the estimated hours of operation during the year. In many cases there may not be a great enough increase in accuracy to justify the additional expense of using the method.

As has been stated several times in this series, the aim in selecting a cost accounting system, and the several parts of the system, should be to get reasonably good costs at a minimum of expense in the cost accounting department itself.

The advertisement features a central illustration of a Wisconsin Air-Cooled Engine. Surrounding it are several callouts for components and materials, each with a quantity and unit of measurement:

- GASOLINE**: 20,000 Gallons a Month
- FORGINGS**: 7 Tons Per Day
- BAR STEEL**: 8 Tons Per Day
- TIMKEN ROLLER BEARINGS**: 2,000 Per Day
- MAGNETOS**: 800 Units Per Day
- SHEET STEEL**: 22 Tons Per Day
- CAST IRON**: 40 Tons Per Day

Below the components, the text reads: "This is What It Takes to Build WISCONSIN Air-Cooled ENGINES".

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Trainloads of cast iron, bar steel, sheet steel and drop forgings; thousands of Timken roller bearings, magnetos, carburetors, fuel pumps and many other parts and materials . . . including 20,000 gallons of gasoline per month simply for factory test runs . . . that's what it takes to build Wisconsin Heavy-Duty Air-Cooled Engines!

But above all this quantity is the quality that is the final product . . . the Heavy-Duty Air-Cooled Wisconsin Engines that are serving Industry so dependably, in so many ways . . . as integral power units on a great variety of equipment, delivering "Most Hp. Hours" of on-the-job power service.



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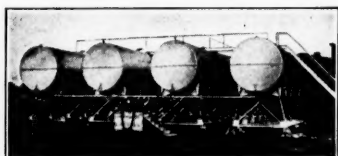
Contracts awarded South in 1947 for construction and building work amounted to almost two billion dollars. A lot of the tanks required were made by us. What can we do for you? Inquiries invited.



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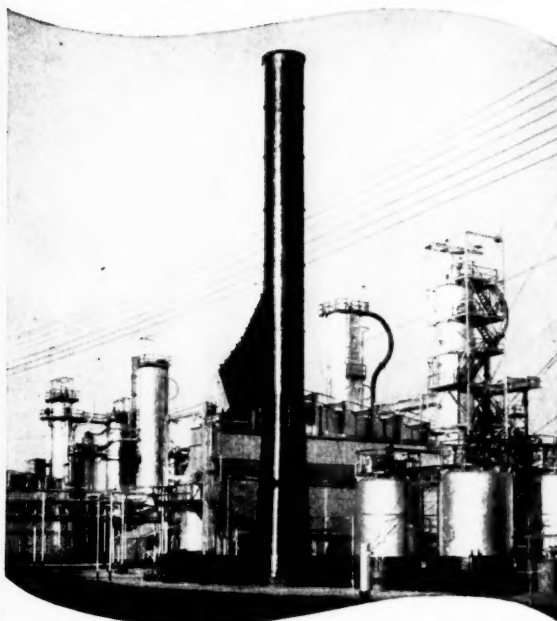
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First of all, Layne well water systems and Layne vertical turbine pumps have always been noted for their superior engineering features. Next, they have always been manufactured from the finest materials available. And last, but very important, they are always installed according to Layne's exclusive standards. The results have been—more water, lower operation cost and longer life.

All of this adds up to the fact that for any situation demanding large quantities of well water at the ultimate in low cost, there is no equal to a Layne well water system. For literature address Layne & Bowler, Inc., General Offices, Memphis 8, Tennessee.

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Krug Plan For Synthetic Fuel Industry Debated by South's Oil Producers

The oil situation had never been so critical. Production was far behind demand and there seemed to be little hope for immediate relief. Alarmed by the lack of substantial reserves and the difficulty in maintaining foreign production, Secretary of the Interior A. J. Krug recommended that moves be made for the establishment of a \$9 billion synthetic petroleum industry.

To consumers this sounded good, but the fact was that even if given a go-ahead signal, the plan would carry no offer of immediate relief.

Texas oil men generally were not alarmed at the proposal. Their production was not great enough to meet demand. They would, in fact, welcome the 2,000,000 daily barrels of synthetic petroleum which the Krug plan would offer ten years hence.

But objections of another kind came from two oil men: Bruce K. Brown, president of the Pan American Oil Company of New Orleans, and J. Terry Duce of the Arabian American Oil Company. They felt that the 16,000,000 tons of steel called for by the Krug proposal would seriously impair the expansion of the oil industry

both at home and abroad.

To Duce, Middle East oil was absolutely necessary if Europe was to "get off its back." Brown objected to the plan because of its tremendous expense of manpower and steel. He said: "Popular ideas that the fuel could be used for heating should be dispelled."

Despite objections, favorable ideas for a synthetic fuel industry were gaining headway. Several companies, sensing the need long ago, had already taken steps. The Texas Company announced that a commercial plant with a daily capacity of 7,000 barrels would be in operation in 1949 at Brownsville, Tex. Stanolind Oil and Gas Company was also readying a plant for 1949 operation.

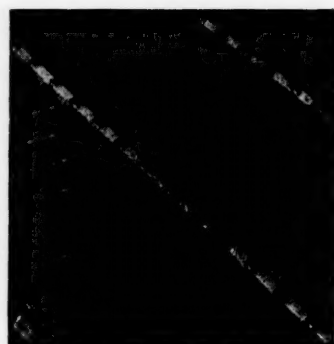
As to the future, Texaco director of research, L. C. Kemp, predicted that within ten years 50 such plants may be operating with production of 350,000 barrels a day.

N.L.R.B. Ruling Exempts Plant Watchmen

Watchmen and plant guards may not be organized in labor unions with rank-and-file workers in the same establishment, N.L.R.B. ruled in the case of C. V. Hill & Co., Trenton, N. J.

Prior to the Taft-Hartley Act, all plant protection employees were bracketed with production and maintenance workers in collective bargaining units. Section 9 (b) (3) of the new law forbids such bracketing, on the ground that watchmen and guards serve essentially as direct agents of management.

Inspectors engaged on the production line may be incorporated in the bargaining units, the Board holding such workmen are not foremen or supervisors. But this decision was by a 3 to 2 vote, the minority contending that inspectors, like foremen and supervisors, should be exempted from unions.



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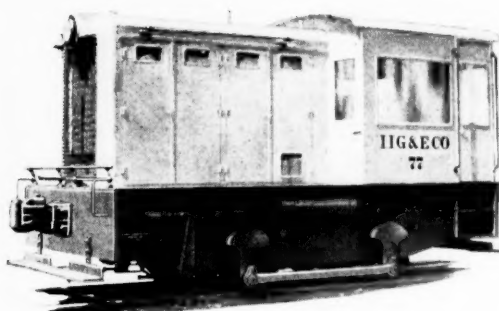
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A DIVISION OF DAVENPORT BESLER CORPORATION, DAVENPORT, IOWA

Transit Freezer Brings Plant to the Farmer

The plight of the Southern farmer was looking brighter. For years many a grower who slaved long hours during the planting season almost hated the harvest season. Getting their products safely to processing plants was almost as difficult as planting itself.

Now farmers could sigh in new found relief. Through the cooperative teamwork of industry and agriculture, solution to the problem seemed close at hand. Plants were being brought to the farm and for once the old transportation problem seemed beaten.

Helping the farmer out of the rut was partially the work of: John M. Craddock of Transit Freezers, Inc.; the Gulf, Mobile and Ohio Railroad; the Merchants Dispatch Corporation, and engineers of the Tennessee Valley Authority.

Aware of the troublesome problem that faced farmers at the end of each year's harvest, representatives of the four interests put heads together, came up with what looked like a sure-fire solution.

A mobile freezing plant was designed and built. Better yet, it could be moved from one farming community to another as the season progressed and as different products became available for freezing. The G. M. and O. Railroad and the Merchants Dispatch Corporation obtained the necessary railroad equipment, helped in the renting of sidings and the movement of cars.

To farmers, the idea seemed just what they had been waiting for. Two railroad refrigerator cars and a truck trailer, all equipped, comprise the mobile freezing plant. One car houses the freezing unit, has a capacity of about 2000 pounds per hour. Once frozen, products are transferred to the second car which holds the temperature of the products at zero until enough has accumulated for shipment.

This is accomplished easily since each car has separate freezing units.

First tried out in West Tennessee, the mobile plant successfully froze 250,000 pounds of lima beans. Later the plant rolled into Louisiana, helped farmers there with strawberry crops.

Stone and Webster, Inc. Acquires E. B. Badger Co.

The purchase of E. B. Badger & Sons Co. by Stone & Webster, Inc. for the purpose of expanding the engineering and construction activities of its subsidiary, Stone & Webster Engineering Corporation in the process and industrial fields has been announced. It has brought together 60 years of design and construction experience in the industrial, process and public utility fields and 100 years of manufacturing, design and construction experience in the chemical, petroleum and allied fields. The reputation of both companies is world-wide, for their accomplishments and the pioneering work they have done in their respective fields.

During World War II practically the entire facilities of both organizations were engaged in the design and construction of many of the most important war projects involving the production of explosives, ammonia, butadiene, styrene, synthetic rubber, uranium 235, heavy water, aviation gasoline and lubricants, liquid oxygen, penicillin, etc. The projects under design and construction today are equally as varied and include steam power station facilities aggregating over 1,800,000 kw, large and unusual nonferrous rolling mill facilities, breweries, textile and heavy manufacturing plants, hospitals, chemical production facilities for by-products from the Synthol (Fischer Tropesch) Process, dewaxing plants, glass and plastic manufacturing projects; gly-

col, ethylene oxide and alcohol plants, SO₂ extraction units, petroleum refineries, soap and detergent plants, cycling plants, ethylene units and petroleum-chemical facilities. When there is added to the foregoing the commitments for consulting engineering, reports and appraisals, it is the largest and most varied engineering program ever undertaken by the Stone & Webster organization.

Although the two organizations will continue to operate as separate entities for some time, each will supplement the other, in order to give an even broader and more comprehensive service.

Carolinas' Ginners to Spend Millions For Machinery

To cotton ginners in the Carolinas, the future looked good, at least good enough for widespread expansion in ginning machinery.

Secretary Fred P. Johnson, of the Carolinas Ginners Association estimated that operators in those two states will buy from \$1,500,000 to \$2,000,000 in ginning machinery in 1948.

He said: "Based on our inquiries about new gin machinery and requests for technical advice on gin equipment, we believe that approximately this figure will be spent."

Memphis Meat Plant Begins Operations

Abraham Bros. Packing Co. has placed its new \$1,000,000 meat packing plant in Memphis in operation. The new plant is streamlined, being a one-story and basement structure incorporating the latest features in packing-house construction. Opening of this unit rounds out a two-year expansion program by the company.

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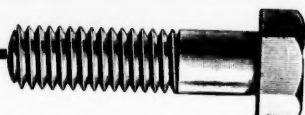
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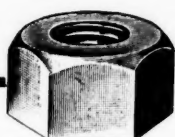


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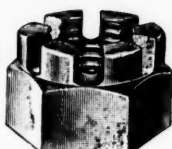
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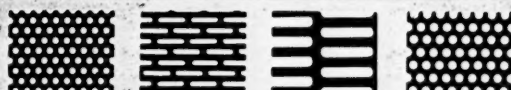
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Trade Literature

Du Pont Booklet on Nylon

"Nylon Textile Fibers in Industry" is the title of a 30-page booklet being offered by the Nylon Division of E. I. du Pont de Nemours and Co., Wilmington, Del.

Industrial uses of nylon enumerated in the booklet include applications in the automotive field, such as car, truck, and bus tires; marine applications, and uses in the laundry industry.

Aircraft applications include tire cord, wing covers, de-icers, collapsible fuel cells, and windsocks. Trolley cords, ship salvage balloons, and lobster pot head twine are among the unusual uses listed in the booklet.

Sections are devoted to nylon's properties of strength, light weight, toughness and abrasion resistance, elasticity, low moisture absorption, heat setting, resistance to light, chemicals, heat; and attack by mildew, mold, and insects; non-flammability, and non-toxicity.

Manhattan Rubber Catalog

Printing of the Sixth Edition of "Manhattan Rubber Products for Industry," a condensed catalog of mechanical rubber goods, has been completed by the Manhattan Rubber Division, Raybestos-Manhattan, Inc., Passaic, N. J.

Described in this catalog are many mechanical rubber products and special items manufactured by Manhattan Rubber. Particular emphasis is given transmission and conveyor belting, V-belts, hose, engineered molded products, rubber roll coverings, tank linings, and abrasive wheels.

Roller Bearings Booklet

Link-Belt "DE" radial-thrust, self-contained, preadjusted roller bearings are the subject of a 16-page illustrated book, No. 2196, published by Link-Belt Co., 307 N. Michigan Ave., Chicago 1, Ill.

These bearings are of the angular contact (radial-thrust) type, with concave rollers operating between convex raceways. Listed in the book is the following combination of advantageous features:

1. Integral self-alignment.
2. Generous load-carrying capacity for radial, thrust, or combinations of radial-thrust loads.
3. Highly efficient operation.
4. Efficient load distribution, with no pinching or binding of rollers.
5. Rollers are naturally positioned by their concave shape, insuring free rolling, and eliminating end friction.
6. Steel retainers are accurately formed to hold maximum number of rollers.

Series "DE" roller bearings are made to AFBMA standard dimensions and are interchangeable with bearings manufactured according to these standards.

The book contains tables of dimensions, weights, bearing capacities at given revolutions per minute, shaft fit tolerances, housing fit tolerances, and the necessary data for calculating the required bearing capacity for different types of machinery.

Technical Papers on Alloy Selection

The selection of a suitable bearing alloy is based upon a knowledge of physical and metallurgical properties in relation to operating conditions. Bunting Brass & Bronze Co., of Toledo, Ohio, has published the first of a series of technical papers presenting a resume of these factors, to assist the engineer and designer in selecting the proper alloy for a given type of service.

Complete engineering data on physical properties is included, and new material dealing with the hardness of cast bronzes is published for the first time. There is also a listing of characteristics and typical uses of different cast bronze bearing alloys.

Sibley Catalog

A two-color catalog, No. 67, has recently been published by Sibley Machine & Foundry Corp., South Bend, Ind. Illustrated and described is the modern designed model C 20 drilling machine.

The Sibley booklet lists the features of advanced construction and design to provide greater speed and power; operator efficiency; and its adaptability to general purpose work in tool room and plants. The spindle drive assembly is diagrammed to illustrate its power and smoothness of operation.

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